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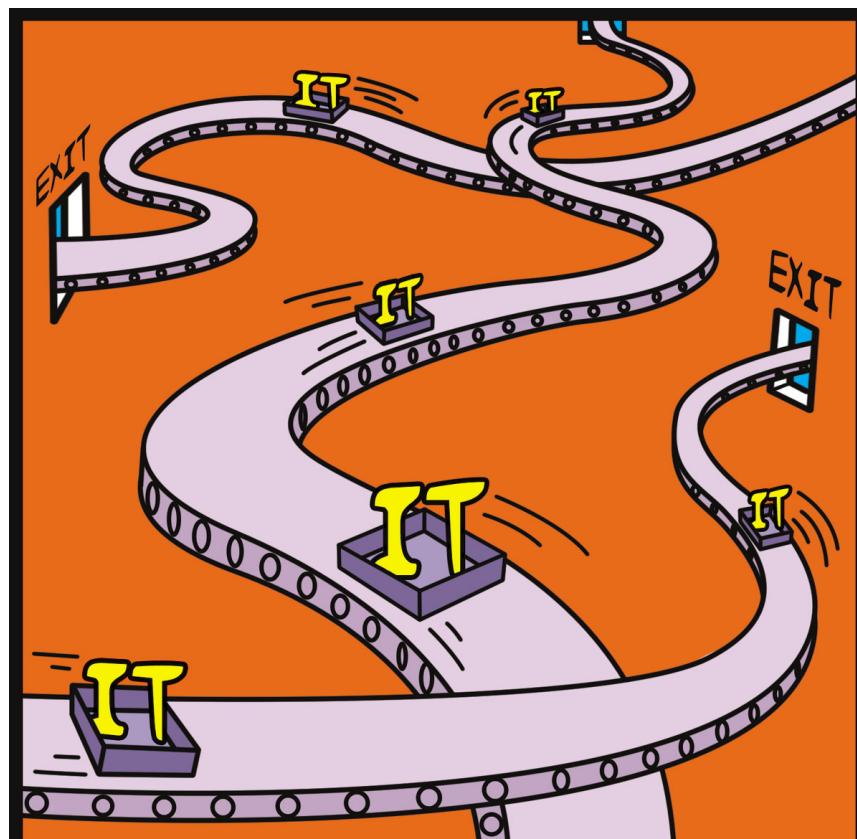
Disciplined IT Multisourcing

Gartner's Advice For Getting The Most From IT Vendors

by David Garrett

“COMPELLING.” That’s how Linda Cohen and Allie Young of the Gartner IT research firm describe the way most companies use outside IT vendors.

In the sometimes tortured jargon of the IT industry, that practice has come to be called a “sourcing strategy,” but it’s the lack of a well-conceived, coherent strategy that Cohen and Young take issue with, claiming most firms outsource their IT projects for all the wrong reasons. These include outsourcing only to save money or simply because the competition is outsourcing. Wrong reasons also include outsourcing in response to an ill-informed order from the CEO or without a proper method for managing



relationships with vendors, including a way to convert them from simple vendors into first-class business partners.

The result? Many if not most outsourced projects fail, or simply fail to live up to their potential, because of sloppy, ad-hoc outsourcing. Gartner predicts that by 2010, companies that continue to outsource their projects without discipline will dislike the results more than 70% of the time.

“Eventually, compulsive outsourcing breeds chaos that makes it harder to achieve business goals,” say Cohen and Young in a new report, “Stop Outsourcing and Begin Disciplined Multisourcing.”

The Answer: Disciplined Multisourcing

Cohen and Young say that companies need a new way of thinking,

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More Than One Way To Stop Spam

Detect & Block Unwanted Email With Hybrid Detection Tools

by Tony Bradley

NOT ALL SPAM is created equally. As security experts and antispyware products have evolved to fight the growing threat of spam, the purveyors of spam have become more skilled and efficient at devising creative new technologies to go around, under, over, or through antispyware defenses and make sure their unwanted email messages get to their destination.

Once upon a time, you could just filter messages based on the subject line of the email. Spammers figured out how to randomize the Subject, so antispyware began to block messages

from the source address. Then spammers figured out how to randomize the source email address, so antispyware blocked messages based on the source IP address. Spammers continue to come up with new methods, so antispyware vendors are in a constant struggle to react to new spam techniques and

ensure that their products remain successful at detecting and blocking unwanted email messages.

Hybrid Detection: A Multilayered Spam Defense

The idea of combining multiple spam detection and blocking techniques together is a common one that goes by many names. Barracuda Networks calls it “Multi-Layer Filtering.” Postini says that it is also known as an “Anti-Spam Cocktail.” No matter what you call it, every antispyware vendor is using some combination of filters and

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The idea of combining multiple spam detection and blocking techniques together is a common one that goes by many names.

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Disciplined Outsourcing & Multisourcing

It seems as though with each passing week, another one of the traditionally held advantages to outsourcing is debunked. We take an in-depth look at the outsourcing decision, including how it impacts employees and IT relationships.

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■ **American Megatrends** is working on building blocks for a complete server blade management offering. ■ **BlueCat Networks** released Proteus Enterprise IPAM, an appliance for the design, deployment, and management of IP-based networks. ■ **Dynamic Solutions** released the DS1 9900 Virtual Tape Appliance. ■ **Elo TouchSystems** is offering a new entry-level LCD touchmonitor. ■ **Enterasys Networks** introduced Dragon Network Defense. ■ **MailFoundry** introduced the MailFoundry 1150 antispam appliance, designed to help small businesses eliminate spam and prevent computer viruses. ■ **Net Optics** launched the Teeny Tap, a palm-sized 10/100BaseT access port used to monitor and test network connections. ■ **SMC Networks** expanded its Gigabit Ethernet switch lineup to cover four levels of switching. ■ **Tripp Lite's** SmartOnline Hot-Swappable UPS System can help prevent downtime caused by UPS system maintenance.

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(how many employees)?**

- Less than 10
- 10 - 99
- 100 - 199
- 200 - 499
- 500 - 999
- 1,000+

**3. What is your annual computer hardware/
software purchasing budget?**

- \$0 - \$9,999
- \$10,000 - \$24,999
- \$25,000 - \$49,999
- \$50,000 - \$99,999
- \$100,000 - \$249,999
- \$250,000 - \$499,999
- \$500,000 - \$999,000
- \$1,000,000+

**2. How often do you purchase computer
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Upcoming IT Events

- APRIL -

Interop

April 30-May 5
Las Vegas, Nev.
www.interop.com/lasvegas
Visit Processor at Booth 2165

- MAY -

Systems & Software Technology Conference

May 1-4

Salt Lake City, Utah
www.stc-online.org

Symantec Vision Technology Conference

May 8-11

San Francisco, Calif.
www.veritas.com/vision

Gartner Symposium/ITXpo

May 14-18

San Francisco, Calif.
www.gartner.com/2_events/symposium/worldwide.html

Annual AIIM ON DEMAND Conference & Expo

May 15-18

Philadelphia, Pa.
www.aiim.org

Houston ITEC 2006

May 17-18

Houston, Texas
www.goitec.com

Detroit ITEC 2006

May 24-25

Detroit, Mich.
www.goitec.com

- JUNE -

Gartner IT Security Summit 2006

June 5-7

Washington, D.C.
www.gartner.com/2_events/conferences/sec12.jsp

Dallas ITEC 2006

June 7-8

Dallas, Texas
www.goitec.com

InfoComm 2006

June 7-9

Orlando, Fla.
infocomm06.expoexchange.com

ICCA National Conference

June 9-11

Newark, N.J.
www.icca.org/confinfo_june2006.asp

Microsoft TechEd

June 11-16

Boston, Mass.
www.microsoft.com/events/teched2006

CSI NetSec 06

June 12-14

Scottsdale, Ariz.
www.gocsi.com

Visit Processor at Booth 429

Gartner Storage Summit 2006

June 12-15

Kissimmee, Fla.
www.gartner.com/2_events/conferences/str22.jsp

Indianapolis ITEC 2006

June 14-15

Indianapolis, Ind.
www.goitec.com

Storage World Conference 2006

June 20-22

Long Beach, Calif.
www.storageconference.com

Milwaukee ITEC 2006

June 21-22

Milwaukee, Wis.
www.goitec.com

Seattle ITEC 2006

June 21-22

Seattle, Wash.
www.goitec.com

C3 Expo

June 27-29

New York, N.Y.
www.c3expo.com

MarketPlace NEWS



Google Revenues Beat Expectations

GOOGLE CONTINUED to see profits and market share increase during the first quarter of this year. For the quarter ending March 31, Google had revenue of \$2.25 billion, compared to \$1.26 billion during the same time last year. Analysts had expected revenue of \$1.4 billion. The search tool's net income was \$592 million, compared to \$369.2 million last year. Google reported the biggest gains in its AdWords and AdSense advertising programs; AdSense revenues grew 59% during the past year, according to Google Chief Financial Officer George Reyes. ComScore Networks reported Google had nearly 43% market share during March, compared to Yahoo!'s 28% share.

Yahoo! Profits Drop For First Quarter

YAHOO!'S REVENUE FOR the first quarter increased 34%, from \$1.17 billion to \$1.57 billion. However, Yahoo! profits fell 22%, from \$204.6 million, or 14 cents a share, a year ago to \$159.9 million, or 11 cents a share, this quarter. Yahoo! saw a 25% jump to \$186 billion in sales in its fee-based services sector, which includes the company's agreement with ISPs to sell digital subscriber line services. Yahoo!'s branded and search ad business revenue was \$1.38 billion, a gain of 35%, as an increasing number of companies are paying for their ads to be placed alongside Yahoo! search results.

Intel Profit Falls, Plans Cost-Cutting Review

DURING THE FIRST QUARTER of this year, Intel's net income dropped 38% compared to the same quarter last year. Its revenue was \$8.9 billion, down 5% from 2005. Intel blames the drop on poor PC sales and a decline in the average selling price of processors, chipsets, and other related products. Intel President and CEO Paul Otellini says the second half of this year looks more promising for the company as it launches its Conroe, Woodcrest, and Merom chips. As a result of the drop in revenues, Intel announced it would conduct an efficiency and cost-cutting review.

Internet Advertising Reaches Record

OVERALL INTERNET advertising revenues were up 30% during 2005, reaching a new annual record of \$12.5 billion, according to research by the Interactive Advertising Bureau and PricewaterhouseCoopers. Keyword search was by far the most popular form of online advertising, generating an estimated \$5.1 billion and accounting for more than 40% of the market. Other top advertising formats include display advertising, with \$2.5 billion in revenue; classifieds, with \$2.1 billion in revenue; and rich media, with about \$1 billion in revenue.

Judges Say "No" To Docs For Microsoft

TWO JUDGES IN SEPARATE cases have rejected Microsoft's requests to obtain documents and correspondence between two United States companies and the European Commission. Microsoft had tried to subpoena documents from Novell and IBM, which are working with the European Commission as it reviews whether

to fine Microsoft for not complying with the commission's 2004 antitrust order. Earlier this year judges denied similar requests by Microsoft for documents from Oracle and Sun.

United States Leading Source Of Spam

THE UNITED STATES remained the leading source of spam during the first quarter of this year, despite seeing its spam rate nearly cut in half over the past two years, according to the latest report from threat management firm Sophos. "Two years ago, the U.S. accounted for over half of all spam sent to the world—now it is less than a quarter," says Graham Cluley, senior technology consultant at Sophos. But while the United States is seeing its spam rates decline, other countries are seeing an increase. The Asian continent has surpassed North America in terms of total spam relayed, and Sophos predicts Europe will overtake North America for second place in the next couple of months.

IRS Says Symantec Owes Back Taxes

THE IRS reports that security giant Symantec owes back taxes totaling \$900 million stemming from the company's acquisition of Veritas last year, a deal worth \$10.25 billion. In addition, from an unrelated audit from the fiscal years 2003 and 2004, the IRS says Symantec owes about \$100 million, not including interest and penalty fees. Symantec filed an SEC report saying it will challenge the IRS' assessment by filing a petition with the tax court.

HP To Open Asian Licensing Center

IN AN EFFORT TO LICENSE more of its patents overseas, HP plans to create a Singapore-based technology licensing center. The center will make it easier for Asian companies to learn about the patents HP holds and potentially license products based on those patents. Microsoft and IBM have also created similar programs to boost their licensing revenues.

3Com Changes Management

VOIP AND NETWORKING vendor 3Com announced Dan Beck will fill the newly created position of senior vice president of operations at the company, and Robert Dechant will replace James Fieger as senior vice president of worldwide sales and marketing. 3Com President and CEO Scott Murray previously worked with both

Beck and Dechant at Modus Media, which is now ModusLink. 3Com has moved another former colleague of Murray's, Deborah Keeman, to the position of vice president of global marketing. Jim Freeze, the firm's chief marketing officer, is no longer with 3Com.

Companies Unveil Green Grid Project

IN A CONCERTED EFFORT to reduce data center power consumption, IBM, Sun Microsystems, AMD, and HP are launching the Green Grid project. The project aims to help customers cut down on the energy their data centers consume by sharing ideas and setting up techniques to gauge complications and progress; the involved companies also look to gain an edge over rival companies that are not in it. Software and hardware companies, systems integrators, computer professionals, and others are free to join the Green Grid project.

Novell Buys e-Security

NOVELL ANNOUNCED PLANS to pay \$72 million to acquire the privately held company e-Security. Novell says e-Security's Sentinel 5 software, which specializes in network security monitoring and reporting in real time to alert administrators to breached security, will complement its line of security and compliance infrastructure offerings. Novell will be packaging the new e-Security products and services, including Sentinel 5, with its current systems. Although specific financial data on e-Security has not been made public, company officials predict the deal will mean about \$20 million in positive revenue over the next year.

Microsoft Adds New Phishing Partner

CYVEILLANCE IS THE newest company to join Microsoft in its efforts to fight phishing scams. Microsoft's existing antiphishing partners include MarkMonitor, InternetIdentity, and Cyota from RSA Security, which all work to give Microsoft details on current phishing attacks. Microsoft takes the information and creates a phishing shield that comes pre-installed in Microsoft's new Windows Live Toolbar and IE7; the shield is also available for download for the MSN Toolbar. Microsoft currently only offers the shield in English; it plans to use the new partners to help it offer the shield to non-English-speaking users.

WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Year Ago	April 17 \$	April 24 \$	% change from previous week
Avaya	AV	\$8.01	\$10.96	\$10.95	▼ 0.09%
BEA Systems	BEAS	\$7.15	\$13.16	\$13.99	▲ 6.31%
Computer Associates	CA	\$26.90	\$26.42	\$25.51	▼ 3.44%
Cisco Systems	CSCO	\$17.19	\$20.86	\$20.29	▼ 2.73%
Dell	DELL	\$35.99	\$28.85	\$26.47	▼ 8.25%
Electronic Data Systems	EDS	\$19.60	\$26.43	\$27.15	▲ 2.72%
Google	GOOG	\$198.10	\$406.82	\$440.50	▲ 8.28%
HP	HPQ	\$20.59	\$32.03	\$32.90	▲ 2.72%
IBM	IBM	\$72.01	\$81.64	\$82.11	▲ 0.58%
Intel	INTC	\$22.66	\$19.19	\$18.91	▼ 1.46%
McAfee	MFE	\$21.48	\$24.35	\$24.50	▲ 0.62%
Microsoft	MSFT	\$24.32	\$26.84	\$27.11	▲ 1.01%
Oracle	ORCL	\$11.78	\$13.74	\$14.48	▲ 5.39%
Red Hat Software	RHAT	\$10.61	\$28.51	\$29.67	▲ 4.07%
Sun Microsystems	SUNW	\$3.50	\$4.84	\$4.98	▲ 2.89%
Symantec	SYMC	N/A	\$16.39	\$16.34	▼ 0.31%

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Email Server Appliances

Boxes That Protect Your Inboxes

by Sixto Ortiz Jr.

• • •

THE STATISTICS ON SPAM are truly amazing: According to a March 2006 report released by the Messaging Anti-Abuse Working Group, a messaging industry consortium, 85% of inbound emails in 127 million mailboxes were spam. These sobering statistics clearly indicate the majority of electronic messages crisscrossing the electronic superhighway are nothing but a big mass of electronic junk.

Spam is also evolving from pesky annoyance to real threat. Computer worms such as Sasser, which overwhelmed email systems worldwide in hours, made their way into computer networks via unsolicited messages. Also, hackers are increasingly relying on phishing attacks to exploit gullible computer users and extract valuable information.

Complex attack modes require complex countermeasures to defend your business. Email appliances packing the hardware and software necessary to protect email systems in one device are one way to protect your business. Let's take a look at a few of these products and how they can protect your business email systems.

Email Appliances

The concept of email protection in a box is appealing if you're looking to simplify your infrastructure. After all, what could be simpler than plugging an appliance into your network and letting it do its work? While operation of these devices is not strictly "set 'em and forget 'em," they are certainly simpler to use than managing software installed on a traditional host server.

Small to medium-sized enterprises are definitely worrying



SNAPSHOT

Sendio I.C.E. Box

Starts at \$2 per email mailbox per month; volume discounts apply

Stops spam cold by applying an authentication methodology to email traffic that eschews filters

www.Processor.com/Sendio

approach introduces a simple form of user authentication into email.

In that sense, Sendio's box eliminates the complexity that comes with traditional approaches to combating spam, which use filters and other programmatic tools to decide whether an incoming message is spam.

The appliance itself is a 1U Pentium 4 server packing 1GB of

RAM, two 120GB SATA disk drives, and two Gigabit Ethernet ports and running a Linux OS. The devices can be optionally clustered into a 2U server, doubling capacity to two Pentium 4 CPUs. The system is able to process 15,000 messages per hour and can be integrated into most email servers, including Microsoft Exchange, Lotus Domino, Groupware, Oracle, and others.

Other features include a Web-based administrative interface for easy configuration by administrators, end-user access to system features via the Web, company-wide whitelists and blacklists, customizable authentication requests, and easy installation.

Sendmail SentriGuardian & Gatekeeper

Sendmail's Guardian and Gatekeeper appliances are a combination of hardware and software designed to protect your business from most types of email attacks, including DoS, DDoS, directory harvest, phishing, etc. Depending on the software running in the appliance, the SentriGuardian device can also enforce corporate email policies by verifying the compliance of outbound

traffic and stopping those messages found to be in violation of policies.

The SentriGuardian hardware comes in two flavors, the SentriGuardian GP and SentriGuardian GPX. The GP model is a 1U rack-mountable server consisting of one Intel 3.2GHz Xeon CPU, two 73GB SCSI disks in a RAID-1 array, and four 1Gbps Ethernet ports. The GPX model doubles the power by including two 3.2GHz Xeons, four 73GB SCSI disks in a RAID-10 array, along with four 1Gbps Ethernet ports in a 2U enclosure. The GPX model can process over 250,000 messages per hour with spam and virus scanning turned on.

Both boxes use the company's Linux 2.6 kernel SentriOS and run either Sendmail's Guardian or Gatekeeper software. The Guardian application performs basic email protection of your systems from traditional email attacks, such as DoS and DDoS. The appliance's email policy engine (Gatekeeper) ups the ante by letting administrators develop a wide variety of email policies. The software can perform up to 19 different actions on messages and also supports network-based email policies, so the message flow coming from



SNAPSHOT

Sendmail SentriGuardian & Gatekeeper

SentriGuardian: \$9,000
SentriGatekeeper: \$14,000

Hardware and software from Sendmail bundled in one convenient package

www.Processor.com/Sendmail

different network sites can be controlled and customized as needed.

Also, the SentriGuardian appliances work with established antispam and antivirus vendors, including Cloudmark (for antispam) and McAfee (for antivirus); the company is working with other third-party security vendors to integrate their products with the SentriGuardian appliances. If you have no investment in antispam software, fear not; Sendmail has its own antispam engine.

IronPort C10 For Small & Medium Businesses

SME owners who need email protection and want the simplicity of an appliance can turn to IronPort's C10 appliance for their email protection needs. The company's C10 appliance is made for SMEs and satellite offices that don't quite need the enterprise-class protection provided by the



SNAPSHOT

IronPort C10 for Small and Medium Businesses

Comes with IronPort Anti-Spam, which includes both email and Web Reputation filtering for \$2,999 (includes rack-mounting accessories, support, and service updates for a year)

Email appliance designed for the SME budget

www.Processor.com/Iron

company's other appliances, such as the IronPort C600 appliance.

Antimalware features include the company's Reputation Filters, which assess incoming email traffic and flag suspicious messages. Also, the appliance includes IronPort's Anti-Spam Filters along with Virus Outbreak Filters that identify and quarantine suspicious email, even before antivirus software providers release updated virus definitions. For known viral threats, the company includes Sophos Anti-Virus technology.

The unit itself is a 1U rack-mounted chassis with a single Intel processor, two 40GB 7,200rpm SATA drives in a RAID-1 array, two embedded Intel Gigabit Ethernet NICs, and a DB-9 serial port. The unit features the company's AsyncOS Unix-kernel based proprietary OS and can be remotely administered via the Web using its Email Security Manager interface. Other administrative features include the Mail Flow Monitor, which lets administrators see email flow patterns, and Mail Flow Central, which provides centralized reporting of message status.

Barracuda Networks Spam Firewall

Combining hardware and software in one simple package, the



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Barracuda Networks Spam Firewall

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Combines a number of defenses

www.Processor.com/Barracuda3

Barracuda Spam Firewall combines a number of defenses into the device. These include protection for DoS attacks, IP block lists, rate control, virus checks including archive decompression, user rules, rule-based scoring and spam fingerprint, and intent and Bayesian analysis.

Models range from the company's Model 200 appliance, with capacity for 1 million email messages per day and support for 500 users and 50 domains, all the way up to the

Model 800, which can process 15 million emails per day in support of 8,000 to 22,000 users per day and 5,000 domains. The higher-end models all feature generous quarantine storage; the Model 300 uses 10GB of quarantine storage, while the Model 800 uses 200GB.

The Model 200, 300, 400, and 600 appliances all feature a 1U rack-mounted chassis; also multiple devices can be clustered to provide even more protection. The Model 800 comes in a 2U chassis and features two Gigabit Ethernet ports and hot-swappable drives in a RAID array configuration.

Software updates are downloaded automatically via the company's Barracuda Central operations center, which develops new defenses against new attacks. Also, all of the devices feature Web-based administration and a variety of reports, graphs, and statistics documenting email traffic.

Essential Email Protection

Email is vital to today's business, but if message volume is any indication, it's the spammers who rule email traffic. The volumes of spam are staggering, and now that hackers, virus writers, phishers, and other digital thieves are using email as their tool of choice, spam is getting increasingly dangerous as well. Email appliances can be a good way to implement email protection in your business without breaking the bank or ramping up the complexity of your infrastructure. But the mandate is clear: Make sure you're doing something to protect your business from spam. □

To see Processor Showcase advertisements for products in this category, look in the Showcase Index on page 5 and find the Email Appliance ads under End Nodes/Server Appliance.

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Outsource Or Keep Tasks In-House?

A Guide For Small & Mid-sized Enterprises

by Kurt Marko

ONE CAN'T PERUSE the business press without encountering another paean to the wonders of globalization—epitomized by the best-seller from its most famous acolyte, Thomas Friedman, describing today's "flat world." The resulting inescapable global competition has led to a conventional wisdom that any business activity that can be moved offshore will be moved offshore. This cutthroat zeitgeist often compels small and medium-sized enterprises to jump into an outsourcing decision without fully considering the consequences.

Let's first make the distinction between outsourcing and offshoring, because they are often used interchangeably. Outsourcing refers to the practice of taking certain internal company business processes or functions and contracting them out to a third party. Outsourcing focuses on the identification of specific business activities—the what—regardless of where and by whom they are performed. Offshoring simply is the relocation of a business activity to an overseas location.

Mutually Exclusive

Theoretically offshoring and outsourcing are mutually exclusive; the two concepts are often conjoined in the modern lexicon because they are commonly linked in practice. One of the primary motivations for outsourcing is cost reduction and one of the easiest ways to reduce costs of labor-intensive activities is to move them to low-wage countries.

The trick for SMEs in this globalized environment is to identify processes and services in one's own business most appropriate for outsourcing and

to find the right balance between internal and external service providers, an activity Gartner terms "multisourcing."

To assist in isolating those activities ripe for outsourcing, Gartner has developed a chart to categorize processes or services based on a company's level of internal competence in each and their value in differentiating the company from competitors. Tasks ranking low in both areas are targets for outsourcing, while those high in each should be kept in-house (see the "Gartner Multisourcing Decision Model" chart).

Identifying Strategic Rationales

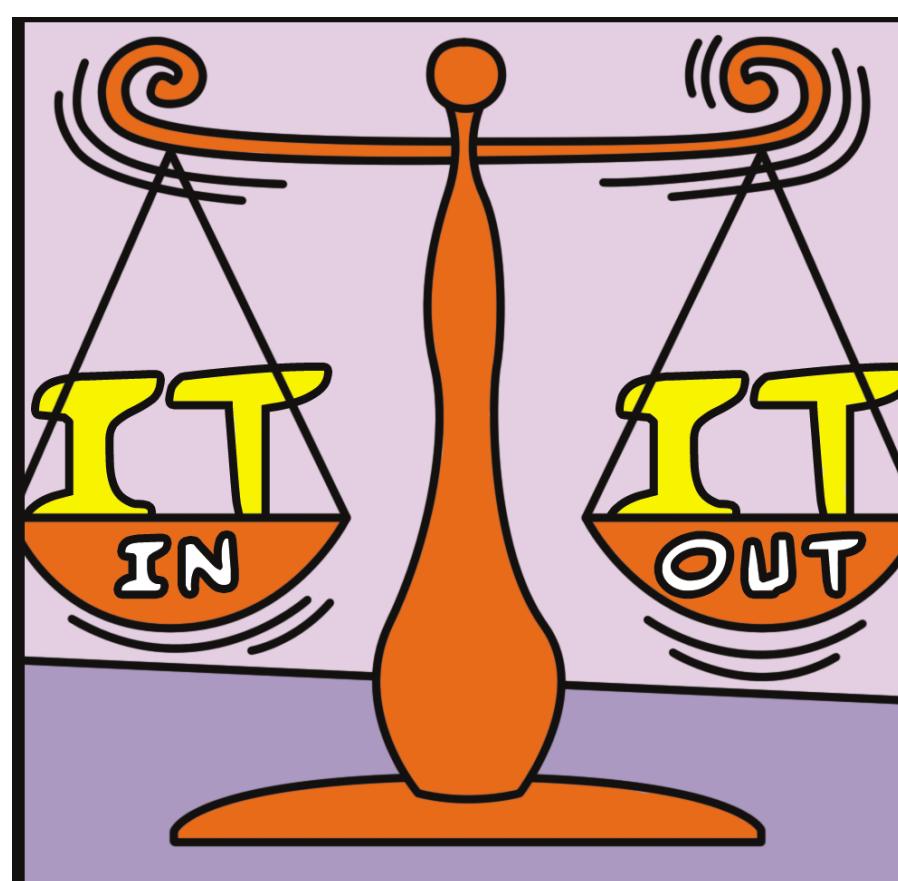
Successful outsourcing focuses on addressing strategic reasons for disinvestment. Companies making an outsourcing decision need to use a disciplined process, such as Gartner's multisourcing, to reveal strategic business issues and answer the key questions of "why" and "what" you are outsourcing.

According to Kurt Potter, research director for IT services and outsourcing at Gartner, such a formal approach "allows you to get management buy-in and create a governance structure" for outsourcing activities. And when it comes to governance, Forrester Research Vice President Stephanie Moore recommends that every offshore outsourcing effort be centrally managed by an offshore program management office or team.

Survey data compiled by Gartner's Potter shows the primary

reasons SMEs outsource are to lower costs, improve service, provide more predictable costs, reduce capital investment, or develop new systems. While cost reduction is a common motivation for outsourcing, according to Potter, "if you do it just for cost, you're likely to fail" because outsourcing introduces

pool of technical professionals has proved a fortuitous combination, making business IT functions the easiest to offshore. According to the Duke CIBER survey, 22% of large companies offshore some or all of their IT, while Gartner's survey puts that number at 49% for SMEs (see the "SMB Use Of



work and costs not obvious to the newcomer.

Gartner's data closely matches that from the Duke University CIBER/Archstone Consulting Second Biannual Offshore Survey, which polled primarily Fortune 1000 companies on their offshoring activities. The Duke study covered both captive and outsourced activity, and it reveals that large companies are moving processes offshore primarily to reduce costs (97% of respondents listed it as "important").

With businesses desperate to remain competitive, the explosion of Internet infrastructure capacity around the world and a ready labor

Offshore IT Outsourcing" chart). Other commonly offshored functions include call or contact centers, product development (engineering and R&D), and finance or accounting.

While the imperative to lower costs may be driving functions offshore, the savings can be elusive. The Duke survey found that large enterprises' average savings of 41% for offshore activities compared with baseline in-house, domestic costs. Similarly, Gartner's survey of SMEs finds expected savings of only 19% across a spectrum of IT functions. Gartner's Potter states these modest results are caused by a number

of factors, including overseas wage inflation (averaging 15% per year in India), high employee turnover (also 15% per year), and high gross margins (about 60%) by offshore service providers.

Hidden Costs & Risks

According to work by Forrester's Moore, engaging in offshore contracts brings a number of new responsibilities and costs to any business, including:

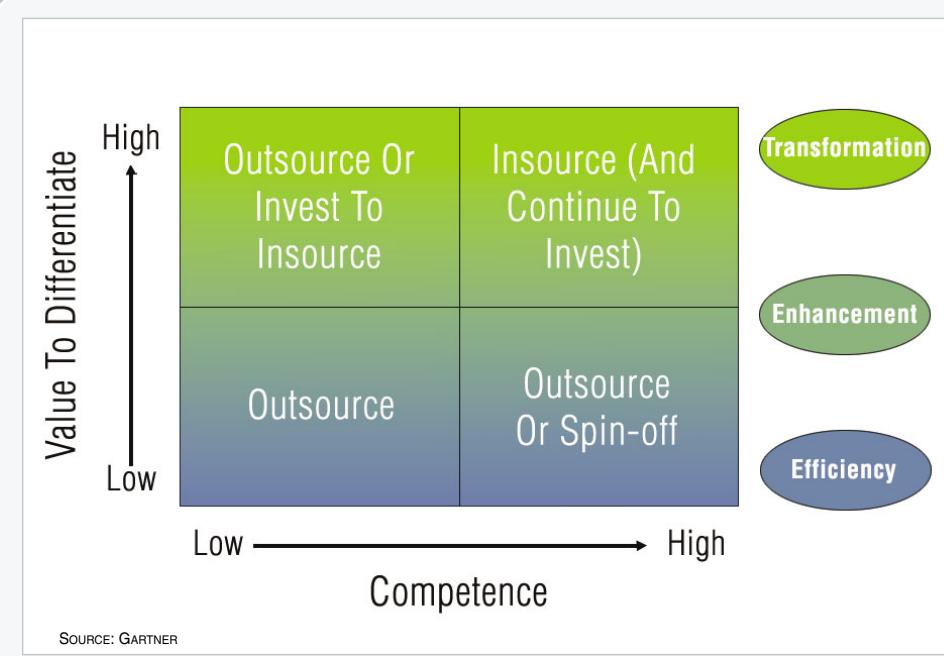
- Vendor and contract management
- Retraining of existing staff for new roles and responsibilities
- Transition costs for existing functions or services
- International travel
- Greater telecom and security expenses
- Severance pay for workforce reduction
- Productivity loss because of lower employee morale, new process overhead, and cross-cultural communication difficulties

Offshore outsourcing also carries a number of business risks and inhibitors to achieving anticipated results. Chief among these is the loss of control over critical functions and the likelihood of process changes to accommodate standards and methods used by a third-party provider. Additional concerns include greater risk to data security, potential reductions in service quality, lack of acceptance by customers, and increased employee turnover because of decreased morale. According to Forrester's Moore, "to do offshore outsourcing right . . . companies have to perform a tremendous amount of research. In many cases, this includes hiring consultants and analysts to support the effort."

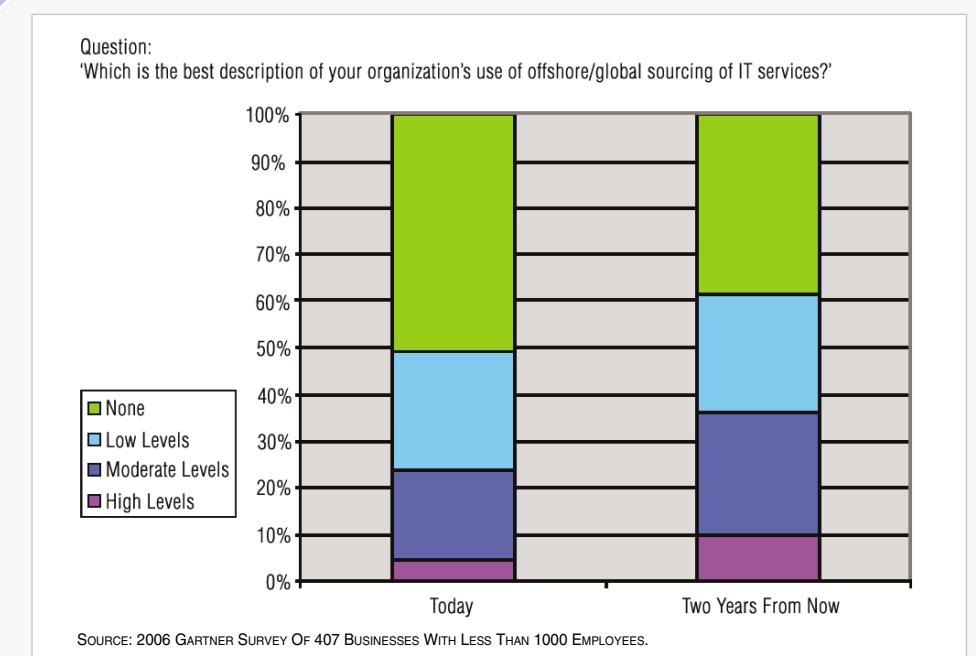
Competitive Weapon

Outsourcing has become a significant competitive weapon in a company's arsenal, however it is not a panacea for a habitually underperforming business and its indiscriminate use has led many to disappointment. When coupled with a careful business analysis, offshore outsourcing has the potential to lower costs 20% to 40% in functions such as IT, but these savings are not risk-free and often are accompanied by increased staff stress. Outsourcing can also be successfully used to augment staff for short-term development projects and to fill skill gaps. □

Gartner Multisourcing Decision Model



SMB Use Of Offshore IT Outsourcing



Disciplined IT Multisourcing

Continued from Page 1
 which they've christened "disciplined multisourcing," to fix their outsourcing mess. Look at it as a way to align your outsourcing needs with your business goals, choosing a "blending of business and IT services from the optimal set of internal and external

providers." You'll achieve it by asking yourself a series of tough questions about your needs and even the nature of your company.

First among these is "why," as in, "Why outsource at all?" Cohen and Young suggest a long, hard look to understand your true reasons, whether it's saving money, improving the quality of a business process, or transforming the business to add value to customers.

Companies that outsource for the third reason, they say, need contracts and SLAs that hold vendors to more stringent standards than normal, paying not for uptime or even competent service but for improvements in the performance of the business itself, such as increased margins or higher profits.

Two More Questions

Once you know why, you need to ask "what" and "who."

"Behind all sourcing decisions," say Cohen and Young, "are two fundamental issues," including a firm's competence to perform the work and whether in-house performance offers a business edge.

Companies that view themselves honestly know what they are good at and what they lack, outsourcing projects in fields where they don't or simply can't excel. If, in contrast, you do something well and it gives you a pronounced edge over the competition, there's little reason to outsource it. But a project that falls outside your core focus or one

that you can't perform expertly should be a top candidate for outsourcing.

Of course, projects you do outsource should be given only to carefully chosen vendors that are bound to tight SLAs and have an intimate knowledge of your business, including your current needs.

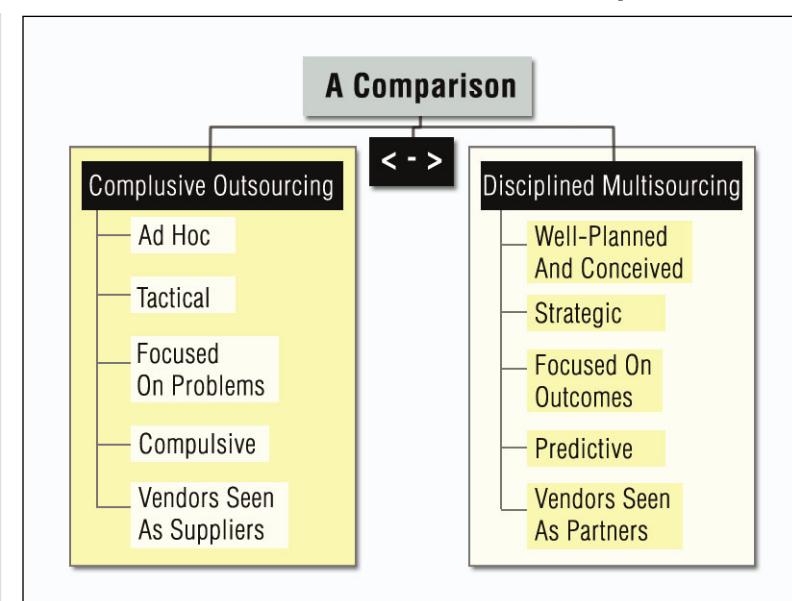
Outsourcing Without Borders

The last two questions the Gartner analysts want you to ask yourself are "how" and "where."

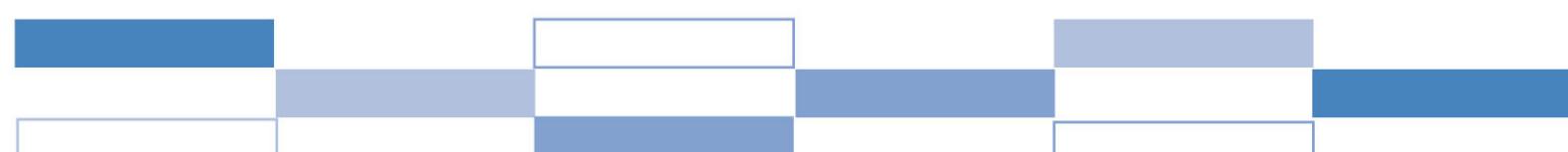
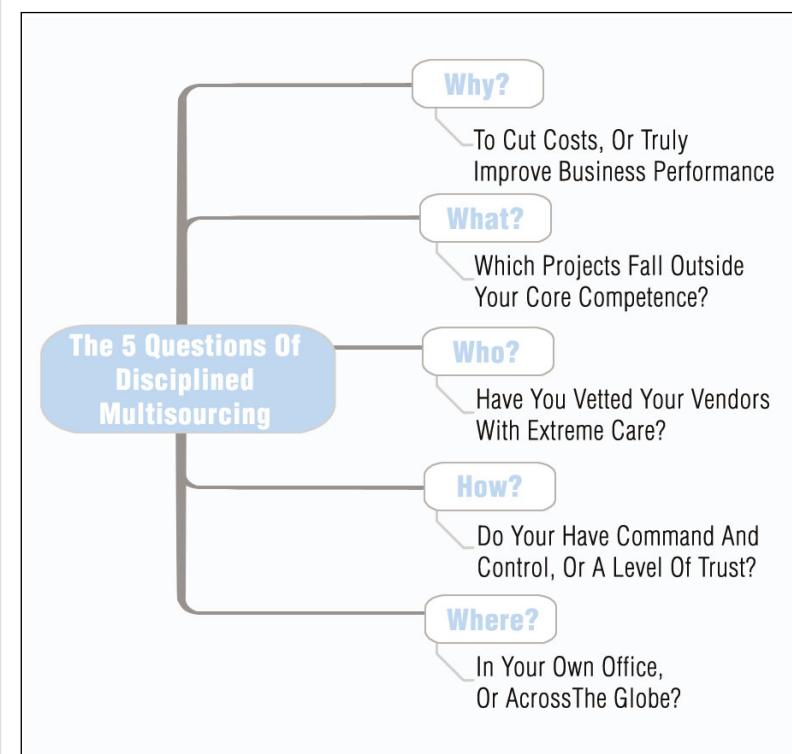
Do you want your vendor to customize its service to your needs, or is your project one that can fit a standard template? A standardized service benefits from economies of scale and can be less expensive, but you shouldn't expect the same levels of service you'll get with a one-to-one, customized model.

Cohen and Young also insist you consider the location of the work to be done, whether it's done in your office or halfway around the world at an outsourced center in Asia. Such is the effect of globalization on even a small or midsized company, and it's a de facto driver of today's outsourcing decisions.

But it's not an impediment if you discipline yourself and your company to consider the spectrum of outsourcing options before you go shopping. Acting with discipline, you'll do more than save money: You'll build a better business, too. P



Gartner draws a number of distinctions between the disorganized practice of compulsive outsourcing and the more careful approach of disciplined multisourcing.



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More Than One Way To Stop Spam

Continued from Page 1

detection engines aimed at identifying and stopping unwanted email no matter how it tries to get in.

Andrew Lochart, senior director of marketing for Postini, describes hybrid detection. "The various techniques that might be combined in a hybrid solution include text analysis, heuristics, sender reputation, connection behavior, blacklists, whitelists, Bayesian. The idea is that by combining different techniques, the overall catch rate will be higher."

As with most other areas of computer and network security, the trick is in finding the proper balance between providing enough security without adversely impacting

business. A spam-blocking solution that is 100% effective against spam but also accidentally filters a high percentage of legitimate email messages may be more costly to a company than the spam issue was to begin with.

Paul Gartside, senior director of quality assurance for McAfee, explains that "the art of a good hybrid system is to not employ excessive detection methods that can cause false positives or slow detection, the latter making the product unattractive to the medium- and high-throughput markets. Excessive or badly combined methods can lead to an increase in false positive rates; a comprehensive parallel testing system is critical to ensure a consistent result."

Hybrid Spam Detection Products

The antispam products on the market today, from the major antispam hardware and software vendors, include some form of hybrid detection or another. Below is a list of some of the available products.

Vendor	Product	Price	WebSite
Barracuda Networks	Barracuda Spam Firewall	Starts at \$1,399	www.barracudanetworks.com
CipherTrust	IronMail Appliance	Starts at \$5,995	www.ciphertrust.com
McAfee	McAfee Secure Internet Gateway 3200	Starts at \$4,500	www.mcafee.com
Sophos	Sophos ES4000 Email Security Appliance	Starts at \$10,000	www.sophos.com
Symantec	Symantec Mail Security 8220	Starts at \$995	www.symantec.com

Finding The Right Mix

A number of approaches to identifying and blocking spam exist. One of the challenges facing antispam vendors is to find the right mix to most effectively block spam without false positives or an adverse impact on the overall performance of email in general.

According to Stephen Pao, vice president of product management with Barracuda Networks, the Barracuda Spam Firewall "leverages open-source spam and virus solutions in conjunction with 10 defense layers: denial of service and security protection, IP block list, rate control, virus check with archive decompression, proprietary virus check, user-specified rules, spam fingerprint check, Intent Analysis, spam rule-based scoring, and Bayesian analysis."

One of the biggest developments in antispam in recent years has been the concept of reputation management and the battle to establish a standard method for accurately authenticating the sender of an email message. Microsoft developed the Sender ID Framework, but it has not gained universal acceptance. Another similar solution is DKIM (DomainKeys Identified Mail).

Alex Hernandez, director of advanced product development for CipherTrust, feels that these are cutting-edge concepts that can help move antispam from a reactionary industry to one that is a step ahead of the spam problem. "Reputation systems and advanced Zombie detection techniques are the predictive tools required to identify many of the perpetrators of these attacks before they are sent out. A reputation system does indeed get ahead of the spam threat."

Spam is a problem for just about any enterprise. Between the network bandwidth and server processing power consumed in delivering it and the time wasted by employees deleting—or worse yet reading—the unwanted messages, a company can lose a significant amount of money.

Next-Gen Antispam

Looking into the crystal ball, McAfee's Paul Gartside says, "I expect in the future we will see more detection techniques in the hybrid engines, such as advanced lexical analysis, and smarter fingerprinting techniques such as composite checksums and other real-time methods of detection, and as a consequence, we'll see some less effective technology retired or adapted to new techniques."

Gartside also says, "Antispam technology will evolve to touch markets that have previously not implemented it. SPIM (spam over IM) and SBLOGS (spam blogs, both blog hijacking and pseudo blogs) have been bounded around for some time, but other markets exist that will benefit from the technology."

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Investing in a tool that can help reduce or eliminate the problem is a must, and this breed of hybrid spam detection products seems to offer one of the better options for an antispam solution today. □

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Outsourcing Relationships From An IT Perspective

Security, Confidentiality & Support Are Essential Elements

by Elizabeth Millard

MOST SMALL TO MIDSIZED enterprises are more than familiar with outsourced services, often getting their carpets cleaned, taxes done, and legal wrangles handled by professionals outside the company. But when it comes to IT tasks, there are a number of distinctive issues that set the arrangement apart from other types of rented services.

Major differences include the need to protect internal data and customer information and to make sure consultants understand how much uptime is expected.

Analysts have touted the benefits of outsourcing tasks such as hardware and software integration, project management, security tasks, and data recovery. Many times, having these experts swoop in to solve problems is far more cost effective than trying to add to staff, but the relationships also need some care and feeding to be successful. Here are some steps toward finding an outsourcing provider that has both the tech savvy and business sense to keep a data center on course.

Making The Pick

The first step in forging an outsourcing relationship comes before

even talking to the first vendor. An IT department has to determine its needs and its problem spots. Simply calling in a consultant to "check things over" and recommend better strategies will drain the budget, reduce effectiveness, and take too much time.

Instead, consultants work best on specific, short-term issues and

Once need is determined, an SME can begin the search for a good vendor. Much like when purchasing technology, talking to those in the industry can help, says Russell Morgan, founder and current president of the ITSPA (Information Technology Solution Providers Alliance).

"Like anything else, ask around," he says. "The power of word of mouth shouldn't be underestimated. Similarly, if someone does a good job for you, let

"Consultants know this, and they specialize in doing just that. If someone is only talking about servers without saying how they'll affect the company's operations or mission, then be careful."

If an outsource provider has passed all the control measures put in place to make sure the provider is trustworthy, a data center manager needs to get it all down in writing, including proposed goals, who will be working on specific projects, contingency plans if the relationship doesn't pan out, and data transfer details.

Work In Progress

When a consultant is chosen, expect to take some time to get into the groove of communication, and there are usually some initial challenges such as transferring data or giving an outsource a higher level of access.

In general, if an IT manager feels uncomfortable

with what's being asked, she should voice those concerns, Morgan adds. Basically, follow your gut, but be prepared to explain why the hesitancy occurred and ask for ways to work around it.

Especially valuable in any outsourcing relationship is an element of disagreement, says Susan Farrington, a consultant at business advisory firm Forward Hindsight. If a data center manager proposes a wide array of technology directions, at least one or two is likely to be shot down.

"Good consultants aren't there to sell technology or put more into place than what's needed," Farrington says. "They're there to solve a problem or help a company

meet an objective. Because of that, they should be able to determine when something doesn't work, just as much as if something will."

Once an initial project is complete, the outsource provider should check in at least once a month, she says. Maintaining the relationship is crucial because it gives a data center a sense of where it's going. Much like a doctor can make certain determinations about a person's health based on his medical history, a consultant can make suggestions based on what the company has done in the past.

"Follow-through can be a big challenge because an SME has gotten to where it needs to be, but they have to maintain that momentum," Farrington says. "The consultant should be the one keeping in touch, asking about progress, suggesting small changes if necessary." □

IT Checklist

When choosing a provider, here are some questions to ask in the selection process:

- Who will be the specific team members involved, and what will their duties and roles be?
- What type of protections are in place for protecting data?
- Will the outsource sign a confidentiality agreement? (If not, tread with caution.)
- What level of support will be available? If uptime is guaranteed, will the outsource give 24/7 support?
- What level of system access does the consultant expect?
- What certifications does the consultant have? How about the team members who will be working at the site?
- What are the estimated costs and how often does the consultant stray over that estimate with other clients?



especially when given questions to answer. For example, if a data center is struggling with how to scale up after a hiring spree, IT will likely be asking how much new equipment is needed. Is more security required? How will additional demands on the network affect speed? All good questions, and all able to be handled by an outsource.

other people know about it." Ask fellow data center managers about specific tasks taken on by the consulting firm and especially how the firm dealt with protecting data.

Look for consultants that have numerous references and clients that are long-term, Morgan adds. A provider that balks at giving out client names, or one who doesn't have any repeat clients, may not be shady but certainly does raise some red flags.

During interviews, consultants should be able to discuss how problems should be tackled not just from a technology standpoint but also in terms of strategy. "IT has realized that it has to tie in to business goals," says Morgan.

Outside Help

Relying on those in a professional network can be vital for picking a good consultant or expert, but what about IT managers who don't have local networking pals? In that case, the ITSPA (Information Technology Solution Providers Alliance) can help. Either visit www.itspa.net for resources or send an email message to findapartner@itspa.net.

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The Human Element Of IT Outsourcing

Develop A Programmatic Approach To Change Management

by Will Kelly

WITH SO MANY IT outsourcings deals being cut layers above where the work is actually done, the impact on the human elements of the outsourcing deal sometimes get glossed over. Taking a programmatic approach to outsourcing IT infrastructure ensures that the human and technology elements of your change management process lead to a successful project.

Divining The Human Elements

Outsourcing key IT infrastructure is more than just a business deal that moves elements of your SME's IT infrastructure to a third party. It can wield a blow to your organization. People are often glossed over in IT outsourcing on the customer and employee sides.

Paul Roehrig, senior analyst for IT management and services at Forrester Research, says, "One of the biggest risk conditions in outsourcing deals occurs where customers assume that, 'The vendor is supposed to be driving all of

this. We don't need to be too involved.' This is absolutely the wrong way to address change management. There are multiple levels of leadership that have to be considered when implementing a large outsourcing deal, so customer firms should take specific steps to manage change at the executive, senior director/manager, and end-user levels."

Another mistake is to keep employees and customers guessing about the implications of the outsourcing engagement. Leaving employees and ultimately the user community guessing can cause disruption to your small to midsized enterprise's outsourcing efforts. Putting a communications plan in place as part of the initial kickoff of an outsourcing effort can help turn potential cynics around when it comes to the outsourced project.

Managing The Effort

The thoughts of double-digit cost savings and improved service quality dancing through executives' heads can lead to the unintentional

sabotage of an outsourcing effort. Taking your SME's eyes off collaboratively managing an outsourcing effort can have devastating effects on employee morale, customer delivery, and ultimately your SME's reputation.

Outsourcing can represent a loss of control for some in the organization, but that doesn't have to be the case. However, those doing the actual delivery of a product or service vs. the corporate officers cutting the outsourcing deals often hold this feeling. Collaborative management over an outsourcing effort requires that your SME define strategy and accountability for the outsourcing engagement as opposed to considering the engagement "out of sight and out of mind."

Internal ownership over an outsourced project is even more of a necessity. "Leaderless change" is a common outsourcing mistake, Roehrig says. "From the customer side, there simply has to be executive sponsorship that is visible and impactful. Senior customer leadership needs to show that they are driving the change by leading from the front. There's a big difference between a CIO saying, 'This is a good idea, now go do it' and 'Here's our strategy. Here's how outsourcing helps achieve that strategy. Here's how it will impact the organization. Here's what I'm doing to minimize personal and business disruption.'"

Roehrig says, "Outsourcing should only be undertaken as part of a solution to a business problem or opportunity. One of the best ways to ensure this happens is to connect sourcing to a defined business objective."

Roehrig says that idea sounds straightforward, but research shows at least 24% of technology decision-makers outsource without having a sourcing strategy that defines who and how they'll engage IT providers.

"In addition to this disconnect, the sourcing vendor selection process is often implemented by IT folks, who naturally focus on the

technology components of the solution," he says. "This is important, but the whole process should also include a strong focus on why do this at all and on how the



technology will be used and transformed. Also, again, include discrete transition work streams that address HR, communications, and management of change. Connecting outsourcing to business drivers, focusing on the how, and including several specific people-focused transition work streams will help maintain an emphasis on the people using and impacted by technology."

Also, do your best to keep knowledge in-house and don't fall into the trap of letting project knowledge exist solely with the outsourcing provider handling your IT infrastructure. We aren't talking about a complex knowledge management system; the

outsourcing provider needs to provide systems and operations documentation for the system. This documentation should be regularly updated and maintained to ensure its technical accuracy.

Change Management

Developing a programmatic approach to change management doesn't mean your SME has to subscribe to the latest change management process fad. It means you need to define and document a change management process that fits your staffing resources and

Avoid Typical Change Management Mistakes

The following tips will help you avoid some of the typical change management mistakes that can occur when outsourcing IT infrastructure:

- Institute a version control system such as PVCS or Visual SourceSafe to secure code changes to major systems.
- Ensure there is a clearly defined segregation of duties between development and production staff when moving systems from development to production.
- Put strong program management in place overseeing the outsourcing provider and have management clearly communicate expectations to the outsourcing provider.
- Institute written documentation such as service delivery specifications from your outsourcing provider as part of the statement of work.
- Institute a communications plan between your technology staff and your outsourcing provider to handle the escalation and resolution of issues.
- Institute a formal change management process to govern moving changes from development to production systems.

provides for a replicable change management of your outsourced and in-house IT infrastructure.

Your programmatic approach should take into account the human elements of IT outsourcing and the management tools you put into place to ensure your outsourcing provider is meeting expectations.

A programmatic approach to change management encompassing the (often forgotten) human elements, a replicable change management process, and collaborative management over an outsourcing engagement can help ensure a successful outcome to outsourcing a key piece of your SME's IT infrastructure. □

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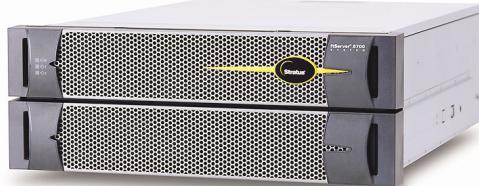
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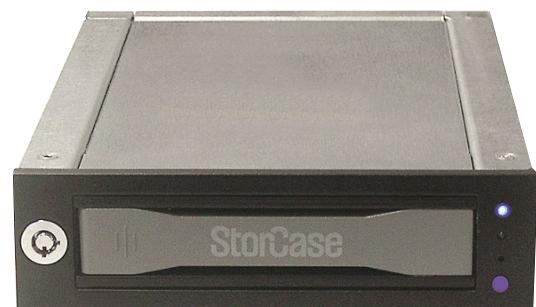
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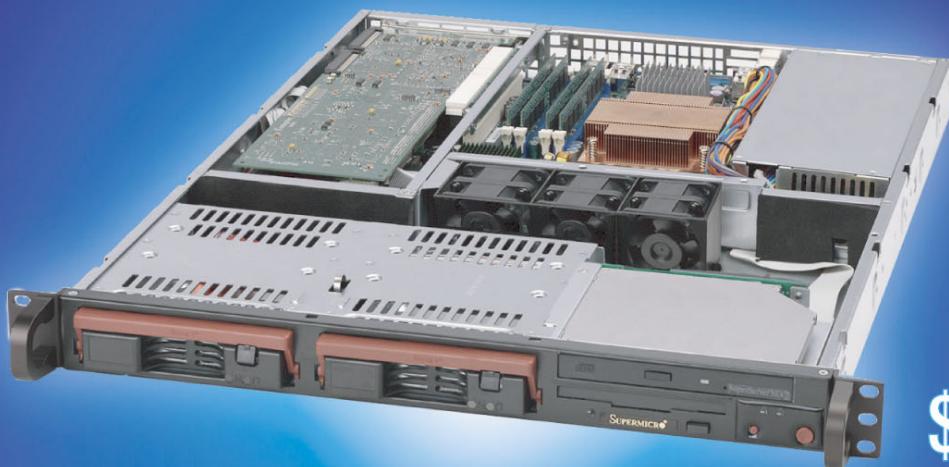




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PHYSICAL

Power Distribution

Pulizzi Engineering is targeting its VPC3106 three-phase vertical series at users who require power density for blade servers and broadcast and telecommunication equipment. The device is 70 inches high (with mounting brackets; 68 inches high without them) and 2 inches deep and doesn't require rack space, as it can mount on the back or side of the cabinet. It offers 72 amps at 120 volts (single phase). It can provide 24 15-amp three-prong receptacles or 20-amp receptacles (NEMA 5-15R and NEMA 5-20R, respectively). Each of the three circuit breakers has indicator lights, and the unit includes a 15-foot power cable. An optional cable restraint system (KIT-CABLRES-23) is also available. The VPC3106 starts at \$611.

Power Protection

Tripp Lite's SmartOnline Hot-Swappable UPS System can help prevent downtime caused by UPS system maintenance. The unit's PDU (power distribution unit) forms the foundation of the UPS System's modular design. The PDU manages all power connections and includes a manual bypass switch you can use when replacing a component. The unit also includes an internal bypass feature that kicks in if there's a component problem. The new modules support 7.5kVA and 10kVA capabilities. These models include 200 to 240V power inputs

and outputs, while other models include 120V output.

COMMUNICATIONS

Network & Systems Management

BlueCat Networks released Proteus Enterprise IPAM (Internet Protocol Address Management), an appliance for the design, deployment, and management of IP-based networks. Proteus Enterprise includes secure DNS, DHCP, and IP inventory management. Proteus provides remote control over DNS, DHCP, and IP inventories. It also allows hundreds of concurrent administrators from a single appliance. Proteus also incorporates Lateral Tagging, Built-In Error Checking, and Pre-Admission NAC. It can manage thousands of DNS and DHCP appliances and millions of IP addresses. Proteus includes advanced IP modeling, real-time error checking, and reconfiguration tools for IP provisioning. Proteus Enterprise pricing starts at \$60,000 for the Proteus 5000 Enterprise IPAM Appliance model.

Net Optics launched the Teeny Tap, a palm-sized 10/100BaseT access port that IT professionals can use to monitor and test network connections. The device is plug-and-play compatible and comes with the necessary network and monitoring cables. The unit also features Zero Delay technology, which eliminates the chance that using it will interrupt network traffic.

The IEEE-compliant Teeny Tap supports PoE applications and features redundant power connectors and power LEDs to indicate the unit's current power source.

Security

Citadel Security Software announced Hercules FlashBox, a plug-and-play appliance designed to help with the creation, management, and distribution of security remedy and patch data. Hercules FlashBox supports large and small, connected and disconnected networks. This all-in-one, rack-mountable appliance includes remedy and patch repositories, V-Flash server capabilities, a data mirroring facility, and the ability to create media (DVD, CD, and ISO files) that can be transmitted for offsite use. The Hercules FlashBox will begin shipping in Q2.

Force10 Networks released the Force10 P-Series family of security appliances, which inspects, monitors, captures, and blocks traffic at both 1Gb and 10Gb speeds. The Force10 P-Series devices feature a 1U rack-mountable form factor and two line-rate Gigabit Ethernet ports. The Force10 P10 offers two 10Gb ports, and the Force10 P1 offers two 1Gb ports.

MailFoundry introduced the MailFoundry 1150 antispam appliance, designed to help small businesses eliminate spam and prevent computer viruses. The device utilizes a list of human-generated Spam Profiles to reduce false positives and

ensure that legitimate emails pass through as intended. Spam Profiles are automatically updated regularly to keep the MailFoundry 1150 ahead of the spammers. The device costs \$799, and a yearly subscription costs \$99 for up to 150 users.

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Network Box announced its 64-bit UTM+ E-Series system. The E-Series is based on AMD's Opteron and can run legacy 32-bit code alongside 64-bit code. In addition, its Network Box NBRS-3.0 firmware provides for scalability that's nearly linear as processors are added, Network Box claims.

Switch

ConSentry Networks announced the CS4048 LANShield Switch that integrates the security features needed to secure every user and every port on a LAN. The CS4048 is a self-contained, rack-mountable 1U intelligent switch with 44 10/100/1,000 copper ports, four Gigabit Ethernet SFP ports, and two 10Gbps uplink ports. The 44 copper ports provide PoE for wireless LAN access points or VoIP handset support. In addition, the CS4048 has hot-swappable power supplies and fans along with Layer 2/3 QoS capabilities.

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SMC Networks has expanded its Gigabit Ethernet switch lineup to cover four levels of switching. Its so-called "unmanaged" switch is the new SMCGS24 for 15 computers. Its SMCGS24-Smart offers port

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SNAPSHOT

Enhance Technology UltraStor RS8 IP & UltraStor RS16 IP

UltraStor RS8 IP \$2,799 and up; UltraStor RS16 IP \$4,400 (MSRP for empty units with no drives installed)

High-speed IP SAN storage devices that support up to eight or 16 SATA II drives with various RAID arrays, available with interfaces to dual SCSI (DAS) or Gigabit Ethernet (iSCSI), dual Ultra320 SCSI ports, or dual Fibre Channel ports, with speeds up to 200 to 220MBps depending on interface chosen

www.enhance-tech.com

organizations in search of storage solutions to deal with high-volume/high-impact network storage requirements would be well-advised to look into Enhance Technology's offerings. □

Blazing-Fast IP SAN Speed

Enhance Technology's UltraStor IP Products Are Affordable & Reliable

by Ed Tittel

• • •

WITH APPLICATIONS from CAD to imaging to high-definition media of all kinds on the rise, appetites for fast, dependable networked storage continue to soar as data volumes do likewise. Enhance Technology's UltraStor IP products make a highly creditable splash in this product niche by delivering an intelligent iSCSI storage system with models that support up to eight (UltraStor RS8 IP) or 16 (UltraStor RS16

IP) high-speed SATA II 300Gbps drives in a variety of RAID configurations. These devices also support various host interfaces, including dual SCSI (DAS) or GbE (iSCSI), dual Ultra320 SCSI ports, or dual Fibre Channel ports and support data rates of up to 200 to 220MBps, depending on the interface.

These devices come empty, and both models are priced well under \$5,000. This gives buyers an opportunity to purchase the best and fastest SATA II drives they can

find to meet their storage needs. By buying drives in bulk, companies can keep prices down and obtain outstanding storage at a reasonable price, without paying additional markup for commodity devices. The UltraStor IP units also support RAID 6 (stripes data and parity across an array of drives such as RAID 5, except it builds two sets of parity information for each data parcel, designed to handle failure of up to two drives rather than one as with RAID 5) and an enterprise feature called Snapshot, with point-in-time recovery capabilities to safeguard against accidental deletions.

Enhance Technology's primary competitors are companies such as Network Appliance (www.netapp.com), LeftHand SAN (www.lefthandnetworks.com), SAN-RAD (www.sanrad.com), SecureSpeed (www.securespeed.cc), and other like vendors, all of which offer rack-mountable SAN devices that support high-speed interfaces and accommodate similar data volumes. Enhance Technology's primary competitive advantage is raw performance, and its products are well-recognized as both fast and capable. Companies and

Manufacturer Presentation

End Nodes - Storage Advertisement

Easy-To-Use & Affordable NAS Drive from SmartDisk

This cost-effective storage solution combines the simplicity of a local drive with the functionality of a network attached storage (NAS) system. Supporting both Windows and Mac operating systems, the drive connects to any computer or network via Ethernet 10/100 LAN as well as USB2.0. The SmartDisk NAS drive is easily configured using a standard Web browser and for Mac environments supports Apple's Bonjour™ technology. Printers can be shared via the USB print server.

According to Charles Klinker, vice president of marketing for SmartDisk, "The growth of networks, coupled with content explosion, is fueling consumer demand for more storage—more specifically, shared storage. The consolidation of a family's multimedia content onto one shared drive is a growing trend among households with multiple computers. The SmartDisk NAS was designed for the SOHO network and does not require any LAN certifications to install."

Pricing and Availability

Suggested retail price for the SmartDisk NAS drive is \$279.99 for the 250GB version and \$379.99 for the 400GB version.

For More Information:

www.Processor.com/SmartDisk or Phone (239) 425-4000



SMARTDISK
Simplifying The Digital Lifestyle™

Manufacturer Presentation

End Nodes - Monitors & Displays Advertisement

Smart Board Interactive Whiteboards

The new SMART Board 600 series interactive whiteboard available to the public on April 17th are creating magical moments in thousands of boardrooms, briefing rooms, and classrooms in more than 75 countries.

- Do more
- Experience more
- Grow more

More space, with larger screen sizes.
More style, with a new design.

More options, with new USB speakers and an expansion slot.

Inspired by feedback from our customers, the new SMART Board 600 series interactive whiteboard lets you do more than ever before. Combining the same great features that people love with new expandability options, it's limited only by your imagination.

**Highlights:****Touch to control your computer**

Write, erase, and perform mouse functions with your finger, a pen, or an eraser—you need no proprietary tools.

Pick up a pen and write

Use the pen or the eraser and the pen tray automatically detects which tool you've selected. Buttons activate the on-screen keyboard, right-click, and help function.

Save your ideas

Capture your work to SMART Board software as a screen shot that you can edit or save your notes directly into several software applications, including Windows versions of Microsoft PowerPoint, Word, and Excel, or into AutoCAD software.

SMART

Technologies

Please visit www.Processor.com/Smart

Find out more by calling (888) 427-6278 / (403) 245-0333

Manufacturer Presentation

End Nodes - Server Appliance Advertisement

Enterprise-Strength Email Protection for Small Businesses

Now small businesses can have the same level of protection against viruses and spam as enterprises. Symantec offers three email security deployment options designed specifically for small businesses.



Symantec Mail Security 8220 Appliance is preconfigured for ultimate affordability, while offering fast and easy deployment of protection technology used by more than 300 million mailboxes worldwide. Offering both inbound and outbound protection, the appliance provides multi-layered technology for best-in-class detection rates, as well as automatic updates to reduce administration load while increasing antispam effectiveness.



Symantec Brightmail™ AntiSpam software can be deployed on an existing email server or dedicated servers running Windows®, Linux®, or Solaris™. Email security policies can be personalized through the easy-to-use Web-based administration console and automated updates increase security effectiveness while reducing administrative efforts.



Finally, **Symantec Hosted Mail Security** offers a subscription-based protection model for quick and easy activation of Symantec's leading security technology.



symantec™

For more information on these security solutions
please visit
www.Processor.com/Symantec

Product Releases*Continued from Page 17*

trunking and DSCP-based QoS, among other features. The new SMC8024L2 TigerSwitch 10/100/1,000 is a managed switch for SMEs, and the SMC8824M and SMC8848M TigerStack Gigabit Stackable Managed Switches cover the enterprise.

Video

■ **SMC Networks** announced a wireless IP security camera that can turn a wireless network into a wireless security system that is accessible via the Internet. The new SMC EZ Connect g Wireless IP Camera (SMCWIPCAM-G) will be available next month for \$249.99. The included IPView Pro software gives secure access to as many as 16 cameras for monitoring and for video and snapshot access from any remote location via intranet or Internet. The camera includes a 54Mbps Wireless Client and supports security with WEP, WPA, and WPA2.

Wireless

■ According to **Buffalo Technology**, its family of AirStation Nfiniti wireless networking hardware is the first series of products to conform to the IEEE's 802.11n specification. The AirStation Nfiniti Wireless Router and AP (WZR-G300N), Wireless PCI Adapter (WLI-PCI-300N), and Wireless Notebook Adapter (WLI-CB-G300N) use Broadcom's Intensi-fi draft 802.11n chipset and will be backward-compatible with 802.11g/b WLAN hardware. The WZR-G300N has an integrated DHCP server and 4-port 10/100 auto-sensing switch. With its Client Manager 3, the router also supports AOSS on other manufacturers' client devices. The WZR-G300N will be available for \$179, and the wireless adapters will both be available for \$129.

■ **Siemens Operating Group Communications** expanded its HiPath WLAN portfolio with the HiPath Wireless Manager Advanced. The new management platform provides features for wireless intrusion detection, prevention, and location services. Users thereby gain protection from all attempts to access their networks. In addition, the platform provides integrated functions for performance optimization and

END NODES**Mobile**

■ **Gateway** unveiled its E-100M UltraPortable Notebook. The E-100M base model includes an Intel Core Solo Ultra-Low Voltage U1300 processor and 512MB of DDR2 SDRAM. The base system includes a 40GB hard drive, although 60GB, 80GB, and 100GB hard drives are available. A 6-in-1 media card reader provides quick access to removable media such as SD and CompactFlash. The standard 3-cell battery provides about 2.75 hours of battery life. An optional 6-cell battery can provide 5.5 hours of battery life, and a 9-cell battery can provide more than eight hours of battery life. The system also includes Intel Centrino wireless technology that's compatible with 802.11a/b/g wireless networks. Bluetooth is available for an additional \$50, and a DVD-R/RW drive is available for \$199.99. 10/100/1,000 Ethernet and a V.92 modem round out the system's connection options. The same system will also be available for home users under the model name NX100X.

Monitors & Displays

■ **Elo TouchSystems** is offering a new entry-level LCD touchmonitor that is part of its 1000 series. The 1215L 12-inch LCD touchmonitor specifically targets systems integrators, resellers, and OEMs in the

Simplify Email Backup

Solution Provides Both Email Archiving & Secure Compliant Storage For The Enterprise

by Joe Lazzaro

AS AN IT DIRECTOR, the task of managing email is a mission-critical function. Just like data and applications, it's a best practice to back up the company store of email messages. This is vital in today's increasingly complex environment, filled with changing regulations and threat levels.

Nexsan and Messaging Architects have collaborated to create a secure, real-time email backup product. The system supports Novell's GroupWise, providing an integrated email backup and retrieval solution for that platform, including a SAN and software to manage the backup and retrieval process. The package also allows stored email archives to be searched quickly to locate and restore a specific message or attachment.

The solution consists of Messaging Architects' GWAchive software in conjunction with Nexsan's Assureon storage system. The solution offers 256-bit AES encryption capability for increased security and regulatory compliance. The software performs backups in real time as email messages enter and leave the system, eliminating the need to schedule a time to perform a daily backup.

The solution utilizes CAS (Content-Addressed Storage) technology, reducing storage cost usage by eliminating duplicate files such as broadcast email messages and attachments sent to multiple users. The software stores only one instance of the email message or attachment, yet allows users to access the message or attachment on demand. According to the company,

Product Releases

retail and hospitality markets. The 1000 series family includes 12-, 15-, and 17-inch models. All Elo 1000 series touchmonitors are factory-sealed against dirt, dust, and splashes. Elo's IntelliTouch surface wave and AccuTouch five-wire resistive touch technologies are available for all models in this family. The 1215L is also available with Elo's surface capacitive technology.

Printer

■ **Printronix** is targeting its high-definition line matrix printer at customers who want an alternative to Windows-based laser printing in banking, manufacturing, distribution, and transportation industries. The Printronix P7000HD handles Windows and emulates TrueType font details, as well as fine print, logos, and barcodes. The printer has 11-mil (0.28mm) fine-point hammer tips and prints 180 x 180dpi. The P7000HD Pedestal, which is the smaller model, is available for \$7,875. The P7000HDZT Zero Tear Pedestal is available for \$8,500. The P7200HD Quiet Cabinet has a stackable design and is available for \$8,675.

Server

■ **American Megatrends** announced that it's working on building blocks for a complete server blade management offering. These building blocks, which were chosen in order to give customers the highest degree of flexibility and customization, include the MegaRAC CM 1000 CMC (chassis management controller), the MegaRAC ES1000 centralized management software, and the MegaRAC Studio development environment. The MegaRAC CM 1000 CMC provides sophisticated manageability to blade chassis by offering active-passive failover. The ES1000 is browser-based software that features SSL security and complete event logging and compliance with standards such as IPMI (Intelligent Platform Management Interface) 2.0 and CLP/SMASH (Command Line Processing/Systems Management Architecture for Server Hardware). With MegaRAC Studio, developers can design an interface and generate cross browser and cross platform support using JavaScript code.

Storage

■ **Dynamic Solutions International** released the DSI 9900 Virtual Tape Appliance. This appliance provides data backup and recovery tools to companies. It needs fewer tapes than other storage appliances and supports remote replication and scalable capacity. With the DSI 9900, administrators can manage backup resources through a single, central interface. The DSI 9900's virtual tape data can be exported to physical tape drives. The data-export function has both an automatic and an on-demand setting.

■ **EMC** extended its Insignia line of products with two new fully integrated products: EMC Insignia Solution for Exchange and EMC Insignia Solution for Data Protection. Both products utilize the new EMC CLARiiON AX150 and AX150i networked storage systems and EMC Insignia software to meet critical SME needs. Insignia offers managed storage for Microsoft Exchange, including the ability to automate Microsoft Exchange Server 2003 migration and the ability to restore individual email messages, a mailbox, or the entire server without requiring extensive expertise or manual intervention. EMC also announced enhancements to its CLARiiON Disk Library family of disk-based backup and recovery products. They include a new entry-level CLARiiON DL210 model that is designed for midsized enterprises and branch offices, integration of EMC NetWorker 7.3 backup and recovery software for improved media management capabilities, and support for the IBM System i (formerly iSeries) platform. CLARiiON Disk Library models will offer virtual tape "shredding" to enable deletion of data to meet business and regulatory requirements.

■ **Plextor** unveiled its PX-SP family of shockproof, portable hard disk drives, the 80GB PX-SP08U and 120GB PX-SP12U. Both drives measure 0.74 x 3.33 x 5.51 inches (HxWxD) and weigh less than 8 ounces. A silicon jacket bumper minimizes the chances the hard drive will crash if a

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single-instance storage can reduce storage requirements from 30% to 60%, depending on the environment. The package can manage the complete life cycle of an email message and its attachments, from creation to destruction, and can automatically erase data at the file level at the end of a user-definable retention period, including files stored on or offsite on disk, tape, or WORM media.

According to the company, Nexsan and Messaging Architects' email backup is an enterprise-class solution for managing the archiving, retention, regulatory compliance, and retrieval of email messages and other documents electronically stored in GroupWise mailboxes. The package solves the problem facing regulated and nonregulated organizations of retaining, retrieving, and reporting on electronic communications by providing a searchable, indexed archive of all GroupWise data for monitoring, searching, retrieval, and centralized email retention administration through Novell eDirectory-enabled profile management.

There is a wide variety of competition on the market for backup and recovery purposes for GroupWise. There is a cluster solution from Novell/PolyServe (www.novell.com; www.polyserve.com), which, while not specifically a backup solution, provides high availability via clustering, so access to GroupWise data and the ability to quickly

search and retrieve data is maintained via the cluster. Backup Express from Syncsort (www.syncsort.com) is another close competitor to Nexsan and Messaging Architects' email backup because it too provides high-performance enterprise data protection. Backup Express uses a single catalog, centralized browser-based control and provides the ability to back up to SANs and clusters. Finally, BrightStor ARCserve Backup from CA (www.ca.com) provides reliable recovery and backup for a distributed environment. This easy-to-use solution protects not just Novell NetWare

SNAPSHOT

Nexsan & Messaging Architects Email Backup

Offers real-time email archiving, searchable indexed retrieval, and secure storage with 256-bit AES encryption for Novell's GroupWise environments; also performs backups in real time

www.Processor.com/Nexsan3

but also Microsoft Windows, Linux, and Unix servers and clients. BrightStor ARCserve Backup for NetWare includes built-in support for one-drive tape libraries, as well as support for system imaging, SAN integration, cross platform management, and tape RAID options. □

Manufacturer Presentation

End Nodes - Components Advertisement

DC-DC Industrial Power Supply



- Universal +24(18~32) and -48(-38~-72)VDC Inputs
- Over Load, Over Current, Over Temperature Protection
- 1+1 Mini Redundant Option
- Modular output Option

iStarUSA has four new regulated DC power supplies with enhanced features. These regulated 24V and -48VDC power supplies are said to provide space-efficient products to drive higher power-demanding data storage, telecommunications, and automation control systems. They include single or dual three-phase input, 3.3V, 5V, 12V output power supplies, as well as output current of 14A, 42A, and 20A. An added power surge feature enables each power supply to withstand up to 130% of its rated current for up to five seconds, making it suitable for applications with inductive loads. An internal, built-in redundancy module makes paralleling power supplies easier, and it eliminates the need for an external module. An alarm relay contact simplifies troubleshooting by providing instant visual indication of power supply shutdown or failure.

iStarUSA specializes in industrial redundant, compact, and high wattage single module form factors, including ATX form factor dual and 2+1 redundant power supply, 1U and 2U redundant to ATX switching power supply. AC-DC and DC-DC power supply design topology meets ATX and EPS standards. An ISO 2000-awarded power supply manufacturer.

www.Processor.com/Istar9

iStarUSA

Phone
(626) 303-8885

Manufacturer Presentation

End Nodes - Storage Component Advertisement

New DataPort 25 'Mobile & Secure' Removable 2.5-inch Drive Enclosures

The **DataPort 25** makes 2.5-inch hard drives removable from any standard 3.5-inch bay such as the floppy bay in PCs and servers, making it ideal for data backup, data transporting and archiving, or applications such as mobile computing and surveillance.



New **DataPort 25 'Mobile & Secure' Drive Carriers** combine the benefits of both removable drives and rugged external storage devices. Operating at full transfer rates while in the bay, the new carriers also allow users the versatility to take their data elsewhere and access via USB or FireWire without the tether of a power cord. Optional encryption provides ultimate data security.

CRU-DataPort offers several removable drive carriers to choose from and a universal frame that supports them all:

Standard Carriers accommodate two PATA or SATA drives to double capacity or create a palm-sized RAID for data integrity or improved performance.

USB or a combination of USB & FireWire are available for ultimate flexibility in remote data access.

Add hardware-based full disk encryption for real-time encryption of the entire disk contents while using no system resources.

- Drive Carriers lock into frame for security
- LEDs indicate drive activity, power-on status, and system errors
- Heavy-duty stainless steel construction
- 25,000 insertion-rated connectors



Contact **CRU-DataPort**

1000 SE Tech Center Dr., Ste. 160

Vancouver, WA 98683

1-800-260-9800

or

www.Processor.com/CRU-DataPort15

Product Releases

Continued from Page 19
 user accidentally drops it, and the hard drives' Hi-Speed USB 2.0 interfaces allow for a maximum throughput of 480Mbps. Both hard drives are compatible with both Windows- and Mac-based computers. The PX-SP08U and PX-SP12U will be available next month for \$169 and \$260, respectively.

■ **Seagate** launched its Cheetah 15K.5 hard drive, available with up to 300GB capacity and 30% increased performance. The Cheetah 15K.5 is available in a choice of 3Gbps SAS, Ultra320 SCSI, and 4Gbps Fibre Channel interfaces with capacities of 73GB, 147GB, and 300GB. It delivers an industry-leading mean time between failure reliability rating of 1.4 million hours at full duty cycle. Seagate says the Cheetah 15K.5 hard drive enables a lower total cost of ownership for a wide variety of enterprise applications from email, Internet, and ecommerce to business processing and decision support.

SOFTWARE

Database & Data Mining

■ **Neverfail** announced the Neverfail for Oracle Database 10g. This offering will let users stay connected to business-critical applications constantly using a cluster-class technology. If for whatever reason a disruption should occur, Neverfail's Oracle Database 10g ensures that users won't experience any application downtime. This software proactively monitors the health of the entire Oracle Database and performs failovers automatically when any disruptions occur. It is the latest addition to the Neverfail product suite that includes products for Windows-based applications such as Exchange, SQL Server, SharePoint, and IBM Lotus Domino.

■ **Pangean Technologies** says that its insta-REACT! and insta-RELAY! applications now support MySQL for Windows. In addition, both software packages also now support redundant servers, the company

says. For more information on insta-REACT! and insta-RELAY!, go to the company's Web site.

Imaging & Printing

■ **DataCap** released the latest version of its client and server rules-based data and document capture software. The Taskmaster 6.5's new features include the Application Wizard, which has a library of Reusable Rules for capture and export formatting, and Intellocate, which handles variable documents such as invoices. Taskmaster also offers an enhanced two-step Fingerprint-vendor ID feature. The software supports other capture platforms, as well, such as Kofax Ascent Capture and FileNet Capture. Taskmaster customers who have maintenance agreements can upgrade free.

Messaging & Groupware

■ **MessageOne** introduced several new email products to help protect email services. EMS BlackBerry Continuity allows BlackBerry email services to remain up if a company's email server goes down. The software maintains RIM's triple-DES encryption policy to protect sensitive data. Because the software doesn't require any end-user configuration, it's quick and easy to install and configure.

In addition, MessageOne also introduced its EMS Email Archive and EMS Email Recovery. EMS Email Archive lets you archive and easily access information. Users can quickly find and retrieve email using a special search feature, and end users have direct access to the archive allowing them to quickly restore lost email message. EMS Email Recovery aids in recovering email messages. The software protects against lost and corrupted messages and provides for quick restorations that let you recover one message or a group of messages without having to restore a ton of information. Finally, EMS Encryption helps secure email messages using Transport Layer Security protocols. The package allows for secure collaboration with other businesses that also use TLS security. There is no software or hardware to maintain or configure.

Network & System Management

■ **Marathon Technologies** released the EverRun HA. This is a next-generation application that was designed to give users a simple and more reliable option to the clustering techniques implemented in most current high-availability software options. It uses an embedded intelligent policy management technology to resolve any failures that occur during use. EverRun HA also features integrated remote availability protection by using Marathon's SplitSite option. This lets users split primary and secondary servers, geographically speaking, yet still lets them maintain full data protection. This software will also support any Windows application without any scripting needs or custom coding.

Security

■ **Eterasys Networks** introduced Dragon Network Defense, an addition to the Dragon Security Suite and Secure Networks lines of products. Dragon Network Defense combines multiple intrusion-detection technologies and supports third-party security utilities, including antivirus and network-scanning software. Dragon Network Defense includes Dragon Security Command Console, which is a security information manager that provides detailed reports and protection for corporate network infrastructure. The Dragon Security Command Console's reports can cover a single department or an entire company. Finally, Dragon Network Defense has new advanced detection of behavioral anomalies over the corporate network.

■ **SealedMedia** introduced its SealedMedia Express, which targets the software for use during business M&As (mergers and acquisitions). The software lets company officers share sensitive and important documents with executives from another company. The software supports a wide variety of document formats. SealedMedia Express for M&A takes less than one hour to deploy.

■ In an effort to bolster security for SMTP gateways, **Symantec** announced Symantec

Mail Security for SMTP 5.0. The software, a combination of Symantec's Brightmail and other technologies, will proactively defend against threats via inbound and outbound emails at the SMTP gateway. IT administrators can configure the software to execute regular expression and keyword scanning of more than 200 types of attachments, such as spreadsheet and presentation files, ZIP files, and executables. It is able to determine an attachment's true file type by using a direct physical inspection instead of scanning by MIME type or extension to thwart malware that masquerades as a benign file. Symantec Mail Security for SMTP 5.0 will be available next month.

Storage

■ **CA** and **GlassHouse** have created a storage-management package that combines CA's software with GlassHouse's consulting services. CA will provide BrightStor Intelligent Storage Management to the package, and GlassHouse will provide support and consultation for CA's product. GlassHouse will provide assessment of email archiving options, storage management, disaster recovery, and data protection. GlassHouse will also help customers deploy CA's BrightStor Intelligent Storage Management.

Network & Systems Management

■ **HP** introduced the HP Control Tower software, which assists IT professionals in managing Linux on blade servers. The software is based on technology garnered last year through HP's acquisition of RLX and works in conjunction with HP's Systems Insight Manager. HP claims it requires less than 30 minutes to install and configure the management server, which includes its OS, monitoring services, management application, and database. The Control Tower is optimized for Linux (such as Red Hat Enterprise Linux and SUSE Linux Enterprise Server) but also has support for Microsoft Windows Server 2000 and 2003.

Complete Erasure Of Hard Drives

Verity's High-Energy Degausser Removes Data From Multiple Hard Drives In A Single Pass

by Joseph Pasquini

AN INDISPUTABLE QUANDARY for data centers of all sizes is what to do with hard drives that are faulty or otherwise no longer serviceable or needed. The vulnerability of information stored on an inactive storage device is an acknowledged security threat: Adherence to HIPAA and similar regulatory statutes mandate the protection of personal information, and no firm likewise wants to expose sensitive corporate data. Designed to help businesses eliminate these risks and also provide an alternative to costly and time-consuming disc destruction services, Verity Systems has introduced its V6000 HDD Max high-energy degausser.

Central to the design of the V6000 is its conveyor belt, which transports disks through the unit's 5,000 gauss single-pass erasure field. With an average erasure time

of six seconds per drive, Verity states that the V6000 can typically process up to 300 disks per hour during normal operations. A continuous duty cycle of up to eight hours is possible depending upon the working environment. The 176-pound device, which can draw up to 20 amps, operates on 230 volts 50Hz or 208v/220v 60Hz selectable.

Verity recommends two options for the V6000. While the unit offers an onboard on/off control as a standard feature, an umbilical button is also available for remote operation in accordance with International Commission on Non-Ionizing

Radiation Protection Magnetic Exposure Guidelines. An input hopper option capable of holding five drives is also offered.

Although the V6000 is designed specifically for hard drive media, the general concept of degaussing also offers benefits to users outside of the IT spectrum, according to Verity. Degaussing is a valuable practice in a broad range of industries, including video, audio, and broadcast, as it allows for tape media to be used repeatedly without the signal degradation typically associated with overwriting.

Even though there are a wide variety of degaussers on the market, the field narrows considerably when comparing high-energy devices with conveyor belt processing capable of destroying disk-based data.

Even though there are a wide variety of degaussers on the market, the field narrows when comparing high-energy devices.



SNAPSHOT

Verity V6000 HDD Max

A high-energy, high-volume degausser that removes data from hard drives in a single pass

www.Processor.com/VeritySystems

Garner's Eliminator 4000FS (www.garner-products.com) offers direct competition to Verity's solution. The Garner offering, which provides EMF (electro-magnetic field) shielding and a 30-minute maximum runtime, is designed for erasing hard drives as well as DLT (Digital Linear Tape) and other metal particle tape formats. A caddy, which automatically rotates the hard drive while passing through the Eliminator's magnetic field, is required for the processing of hard disks. While the higher-powered V6000 offers a longer continuous runtime and does not require a caddy, the opening on the 4000FS is capable of processing a wider variety of media.

Determine Your Security Needs Proactively

VeriSign Provides A Holistic Means To Test How Secure Your Network Is

by Robyn Weisman

• • •

NETWORK SECURITY SOLUTIONS continue to evolve. Just a few years ago, IT administrators implemented firewalls and patched vulnerabilities as they became known. Now network administrators must somehow balance myriad security threats without falling out of compliance and prioritize the order in which these issues will be addressed.

Security profiling services have sprung up to help manage these tricky situations, but oftentimes these services take a reactive approach, letting the administrator know that a given portion of a network is under threat of attack at the time of the actual attack. Moreover, these services do not necessarily help their users figure out what threats are most pressing.

Now VeriSign, in conjunction with SkyBox Security, has released a new service that proactively addresses these types of issues. Called the VeriSign Security Risk Profiling Service, this comprehensive solution enables users to test scenarios ahead of time and figure out how a given hazard in a network will impact the network as a whole.

John Ferguson, director of product strategy of the VeriSign Security Risk Profiling Service, says that VeriSign's and SkyBox's value proposition encompasses the

"three Cs"—removing complexity, lowering cost, and meeting compliance—when assessing network security issues.

The new service follows this three-Cs approach through a holistic strategy that can determine security risks and their potential repercussions on a business. Its unique dashboard interface provides real-time updates on vulnerabilities within a network and generates risk scores, attack maps, and other ways to interpret a wide range of data. The service makes use of VeriSign's iDefense security intelligence, integrates well with most vulnerability management services, and supports information obtained from most brands of firewalls, routers, and other devices.

VeriSign's Security Risk Profiling Service employs SkyBox's best-of-breed modeling and simulation tech-

"The VeriSign/SkyBox service provides 'What if?' testing, which is new to the market."

- Current Analysis' Couse Broders

nologies to reproduce a network's setup to test possible scenarios that could impact the network. This feature provides a template for IT administrators trying to figure out what security issues take priority and how the ways in which a particular issue is fixed could impact the network in other ways.

SNAPSHOT

Skybox & VeriSign Security Risk Profiling Service

Provides users with a comprehensive security solution that identifies, quantifies, and prioritizes security vulnerabilities in a network environment

www.Processor.com/VeriSign

"The VeriSign/SkyBox service provides 'What if?' testing, which is new to the market," says Couse Broders, research director of network services at Current Analysis. "If you release a new piece of software [for the network], you need to know the risks to the company as it is being implemented."

Broders says several companies, such as NetSec, now part of Verizon Business (www.verizonbusiness.com), provide risk profiling and analysis solutions; however, VeriSign's and SkyBox's service has a greater appeal on a business level than the competition because of its ability to simulate attacks on model setups. □

Identify Noncompliant Network Configurations

NetMRI Policy Compliance Suite Helps You Stay On Track

by Cynthia Lazzaro

• • •

NETWORK ADMINISTRATORS have to deal with many activities: monitoring bandwidth, scanning intruder detection logs, and dealing with help desk issues, unforeseen equipment failures, and daily data management. They also do regular maintenance activities and perform patches and fixes for the OS or applications. Now they have to worry about maintaining compliance to a variety of new federal recordkeeping standards. And because many of those records are stored and accessed electronically, compliance is near the top of the IT department's list of things that *must* be done.

To make this job simpler, Netcordia recently upgraded its NetMRI network analysis appliance with a new Policy Compliance Suite.

Designed for medium-sized to large organizations, the new Policy Compliance Suite facilitates the auditing and verification that network routers, switches, and firewalls meet key policy compliance requirements. The auditing of these devices and their security policies is a key part of the deliverables for regulatory compliance reports. The new Policy Compliance Suite also provides assistance to administrators and helps relieve some of the excess burden of compliance by enforcing security policies for

most infrastructure services such as DNS (domain name servers), NTP (Network Time Protocol), RADIUS servers, and remote access management security.

These policies are in fact based upon best practices from major WAN device suppliers such as Cisco and Juniper, among other leading manufacturers. In fact, for Cisco Routers,

SNAPSHOT

Netcordia NetMRI Policy Compliance Suite

Starts at \$25,000

With its new Policy Compliance Suite, NetMRI's appliances help make the auditing and reporting required to meet new federal regulations simpler to configure and create

www.netcordia.com

the Compliance Suite implements standards from the National Security Agency, as documented according to Cisco's Router Security Configuration Guide, which includes NSA's best practices for configuring Cisco routers to assure minimal security risks.

In the case of Juniper's configuration policy best practices, Netcordia is using the Defense Information Systems Agency policy recommendations, which require internal management controls of administrative personnel, enterprise architecture management, IT investment management, and knowledge management, among other things.

LogLogic Compliance Suite (www.loglogic.com) is another appliance-based competitor that offers similar functionality regarding compliance reporting. However, most companies providing policy compliance products, such as NetIQ's Security Compliance Suite (www.netiq.com), don't have their own appliances. These companies provide a similar solution that is software only. The consumer will have to purchase a third-party product, such as a standard PC and PC operating system such as Windows or Linux, to perform the same function an integrated product such as NetMRI Policy Compliance Suite provides. □

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Manufacturer Presentation

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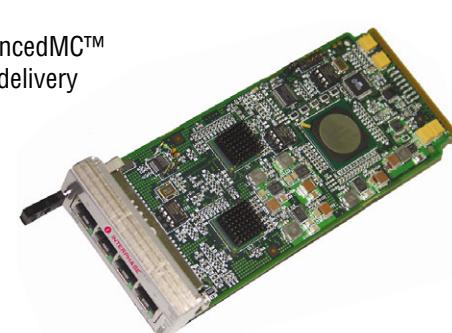
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Manufacturer Presentation

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Manufacturer Presentation

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The ACS76510/ACS76500 is a three-disk SATA-SATA/PATA-PATA RAID kit in which two disks are mirrored to protect working data and the other disk is a backup disk preserving a data image created at a specific point in time. The back up function set-up is either manually from the GUI or automatically according to the schedules set by

the user. Under 1+backup, the data can be protected from not only disk failure but also logical failures, such as virus attack, mistaken file deletion, and inappropriate changes of system configurations. As the backup disk preserves a complete image of the original data set, it can be used for restoring data as well as system configurations.

Product Benefits:

- OS independent kits (driverless design)
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- Simple (disk to disk) data to data backup
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The iQ2280 is a full-featured storage system, providing maximum flexibility, scalability, and cost-effectiveness for business, large and small. With all key internal components being hotswappable and redundant, the iQ2280 ensures data protection and delivery to keep business-critical applications running smoothly. iQstor's iQ2280 delivers a robust and economical SATA solution with the availability, manageability, data integrity, and enterprise-level functionality that, until now, have only been available to enterprise users.

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OPINIONS

BENT • ON • STORAGE

Remote Copy Isn't Just For The Big Companies Anymore

Disaster recovery is closely related to storage because both are concerned with maintaining access and availability of data. High-end data storage products have incorporated remote copy technology for disaster recovery for many years.

The idea of remote copy technology is simple: Data that is written to local storage is copied and sent to a remote location that is beyond the reach of an anticipated disaster. While the concept is easy to grasp, its mechanisms are fairly complicated and involve the low tolerance interactions between systems I/O processes and the operating system's kernel functions. To net it out, the farther away you put your secondary disaster recovery site, the greater the potential negative impact there could be on local system and application performance.

Buying Alternatives

Until recently, the only way to get a working remote copy system was to buy all the pieces from a single vendor. In other words, customers bought everything they needed from EMC, IBM, Compaq, Hitachi, or HP. In general, their products worked very well. Several large and important corporations

avoided large-scale data catastrophes from occurring by building rock-solid remote copy operations.

EMC was the most successful at exploiting the opportunity. Pushing the features ahead of its competitors, EMC found itself in the enviable position of being able to sell customers three expensive Symmetrix disk subsystems to support the capacity requirements of a single subsystem.

Over time, other vendors with less share in data center environments began to add the same kinds of capabilities. For instance, Network Appliance, never one to miss a good opportunity, brought the same kind of functionality to its Filers—except that it also delivered a less expensive Nearstore version of its Filers to put in remote locations. Other vendors such as Xiotech and EqualLogic have also introduced excellent, integrated remote copy offerings at lower prices. Today, virtually every disk subsystem vendor selling to mid-range customers and larger has remote copy or file replication technology available. (Remote copy copies storage blocks, whereas replication usually means entire files are copied—there are many variations of these basic themes.)

Forwarding Controller vs. Receiving Controller

The big difference now is that it is possible to mix and match products from different vendors, although this is not as flexible as it

MARC FARLEY

AUTHOR Marc Farley is the author of "Building Storage Networks," the leading technology book in the field of storage networking. He is also the president of Building Storage, Inc., a company that provides consulting and educational services to the network storage and financial services industries. Farley regularly writes and speaks about storage networking technology and is an online expert for the SearchStorage Web site.

special-purpose appliance running unattended in a remote facility.

The interesting thing about this arrangement is that the disk subsystems involved can be any well-behaved disk subsystems with reasonable response times. In other words, you can have different vendors' products in different locations, and it can give you the same kind of protection Citibank has. (OK, it's not going to be as robust as Citibank's, but it's going to cost



sounds. In my book "Storage Networking Fundamentals" (Cisco Press), I describe the difference between a forwarding controller and a receiving controller for remote copy systems. The function provided by both controllers can be implemented any number of ways, depending on the architecture used. For instance, forwarding controllers could be implemented as device drivers in production systems, and the receiving controller could be a

less, too.) For instance, you might have a Fibre Channel disk subsystem running locally and SATA subsystems at the remote site. This makes sense to a lot of customers who don't want to tie up their capital in a remote storage subsystem that might never be used for production purposes.

Compatibility is still an issue. Some subsystem vendors are reluctant to support their operations in a remote copy environment they don't control, and in

other cases certain disk subsystems might not be supported by the certain copy solutions.

Vendor Options

Here are some of the vendors that are ushering this new world of open systems remote copy services:

Kashya. Kashya packages its software primarily as SAN appliances. It has specialized modules for Exchange, Oracle, and VMWare in addition to its general-purpose applications support. It also supports Cisco's SANTap service for its MDS 9000 SAN switching products.

Topio. The Topio Data Protection Suite is arguably the most flexible because it is sold as software that can be installed on a variety of systems. Topio's most notable partner is Hitachi.

StoreAge. StoreAge's multi-Mirror software runs with its SVM appliance and has a more extensive track record than Kashya or Topio. The company's partner list includes many SAN technology companies.

IBM. The SAN Volume Controller, which is one of my all-time favorite SAN products, can also be used effectively for open systems remote copy services, although it functions primarily as a SAN virtualization appliance. □

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OPINIONS

DATA • DEVELOPMENTS

Little ISP On The Prairie

I spent the last week in March in Leavenworth, Kan. I was speaking at the Kansas City, Mo., .NET User Group. They had a great turnout and made me feel very welcome. I gave my Hitchhiker's Guide to Visual Studio and SQL Server "Connecting" talk, which seemed to be very well-received.

Doing Time In Leavenworth

The rest of the week I spent at my mother-in-law's house there in Leavenworth. Her family homesteaded the area around Leavenworth (Kansas' first city) where my brother-in-law runs a small cattle ranch (farm?). Anyway, since Granny didn't have broadband (she's not exactly technologically aware, to be kind), I had to prevail upon her to let me tie up her (one) phone line so that I could call the nearest Verizon ISP to check mail and try to get some work done. The good news is that I was able to

easily connect to some site in St. Joseph, Mo., at 44kb—about 30 miles away. The bad news is that this ISP was so hammered it would not support more than about 25% of the available bandwidth, so effectively I was connected at 10kb. I think a tight string with two cans would have had better throughput. Yes, I tried to use my wireless card to reach one of the neighbors, but they must have read Dan Appleman's book on safe computing; they were all locked down.

Everything Moves At A Slower Pace—Especially The Data

Given this primitive connection, everything I tried to do online took a lot longer. Since I had so much time to wait for each Web page, mail message, and file to get downloaded, I spent considerable time looking at what else was moving up the wire. Sure, Microsoft Outlook adapted

itself by downloading just the mail headers. However, there were other culprits that made matters worse. One offender is the new Microsoft Live One Care beta that insists on downloading fresh virus signatures and updates in the background along with the other security updates. It was nice that I was not confronted with a modal dialog when these downloads were required, but the number and size of the updates were a bit onerous at this download speed. These patches, fixes, and whatnot ranged in size from a few hundred thousand bytes to several meg.

I also noticed that all of the Web sites I visited (except Google .com) were choked with picture-rich ads and animations. For example, the Southwest Airlines and Microsoft.com sites were clearly written for a broadband connection. I guess they figure that everyone is connected to broadband nowadays. Well folks, they're not. Today's content providers (including MSN, AOL, Yahoo!, and other "home page" sites) should have an option to trim down their content for those who can't open a high-speed connection for whatever reason. Windows provides enough information to applications to sense the net speed, so these sites could trim down the flood of "nice but not necessary" stuff they feel compelled to put in our faces.

Today's content providers should have an option to trim down their content for those who can't open a high-speed connection.

Yes, that means the ads need to be tighter in some cases.

No Relief Or REA In Sight

One of my wife's cousins living in Lansing, Kan., works for AT&T. I asked him about the availability



WILLIAM (BILL) VAUGHN

AUTHOR William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting Services."

the needed infrastructure as long as those rules are in place. I expect we as a country might need to set up another REA (Rural Electric Authority) like the one established in the '30s to electrify rural communities too far out to be

of broadband in the countryside out near my brother-in-law's farm. He said that due to the way that the politicians (state and federal) have structured the rules, if AT&T builds the infrastructure to support the rural areas (that include small schools, farms, homes, and businesses), other companies are permitted to lease the lines at a tiny fraction of the cost to install and maintain them. This keeps broadband from reaching his cousin's farm or the thousands of others too far away from existing equipment. He said AT&T will never install

economically viable for the big power companies.

My visit to Kansas was very enlightening. As usual, the people were nice and friendly (it helps to speak "Kansan"), but I also found that they're a bit behind the times here and there—they still let people smoke in restaurants and other public places. Perhaps they have to smoke to soothe the frustration they have as they try to catch up with science and technology. □

*Send your comments to
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A Window into Wireless Networks

Wi-Net Window gives you a clear picture

To install, expand or operate a wireless network you need to be able to see critical information about where the best location is for components, what access should be allowed and where or what security is in place. The new handheld Test-Um Wi-Net Window Analyzer gives you all the critical information you require and more! Take a look at all of its advanced features:

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Manufacturer Presentation

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New Eight-Port RAID Adapter Targets High-Density & Space-Limited Rackmount Server Environments



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The MegaRAID SATA 300-8XLP is the latest addition to the LSI Logic family of SATA RAID solutions. Offering data transfer rates of up to 3Gbps per port in a low-profile form factor, the MegaRAID SATA 300-8XLP addresses the growing demand for RAID in high-density rackmount chassis environments. Also, with the addition of individual drive activity and fault LED headers, users can view status of hard drives through LEDs on the chassis.

In addition to 3Gbps SATA transfer rates, the eight-port MegaRAID SATA 300-8XLP features a 133MHz PCI-X host interface, 128MB DDR cache memory, remote battery backup support, and backward compatibility with all SATA 1.5Gbps drives. Other key features include support for Native Command Queuing (NCQ) and enclosure management (SAF-TE) allowing for higher performance and increased reliability and availability.

The management software suite included with the adapter includes powerful management tools that let users efficiently configure, monitor, and manage RAID systems locally or over a network. The MegaRAID SATA 300-8XLP offers a wide range of OS support, including Microsoft® Windows® Server 2003/2000/XP, Red Hat® AS Linux®, Novell® Netware®, SuSE® Professional Linux®, and Linux® Enterprise Server (SLES) and FreeBSD®.



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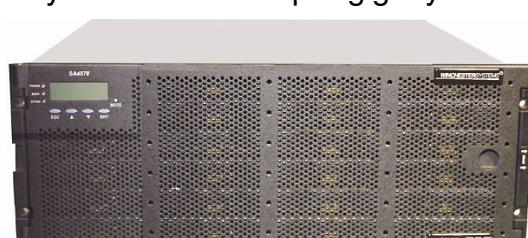
Manufacturer Presentation

End Nodes - Storage Advertisement

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The FlashDisk SA-4500 supports redundant 64-bit RAID controllers with dual Ultra320 SCSI host connectivity or up to eight Fibre Channel hosts and has high-availability features, including the new FlashDisk RAID 6 protection. The SA-4500 implements RAID 6 in hardware using a high-speed XOR engine on a dedicated ASIC, enabling FlashDisk SATA to maintain a RAID 5 level of performance with RAID 6 protection against multiple drive failures. Additional high-availability features include redundant I/O modules, cooling, power supplies, and BBUs. Every FlashDisk data storage solution includes the FlashConsole appliance, providing complete centralized management using any browser-based workstation on the LAN. FlashAlert, a 24-hour "call-home" remote monitoring and alert service is also included for one year.

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Full iSCSI Benefits

The UltraStor IP system has dual GbE ports, supporting full iSCSI offload with load-balancing and failover and one logic volume shared by as many as 16 hosts. Other new features introduced in the UltraStor IP system include MPIO support, S.M.A.R.T. disk monitoring, target authorization via IP address, and Jumbo frame support.

UltraStor Product Availability and Host Flexibility

UltraStor IP is available for immediate delivery in the form of a 2U eight-disk RS8 IP model, which has the storage options of 1TB, 2TB, or 4TB; the 3U 16 RS16 IP model can go up to 8TB.



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Enterprise WLAN Detection

Put An End To Unauthorized Wireless Use

by John Brandon

HACKERS HAVE PLENTY of divisive tools at their disposal. They can walk into just about any RadioShack and buy an RF (radio frequency) jamming device to block wireless access points. Free and open-source tools such as AirSnarf, Hotspotter, asLEAP, WEPCrack, and EvilTwin give them many options when it comes to cracking wireless encryption. DoS attacks are common. And an entire Linux distribution is available as an ISO file for free download that includes every hacking tool they need.

Meanwhile, in the enterprise, some IT admins are stuck with nothing but NetStumbler and a laptop. Freeware intrusion detection tools let IT staff walk around the building, scanning for open networks and rogue access points. This is only mildly effective and woefully time consuming but increasingly common. Small to midsized enterprises are often not running expensive industrial-strength access points with built-in detection features or can't afford enterprise-level security suites.

Intrusion Detection & Prevention

Recently several companies have released powerful intrusion detection and monitoring tools for the enterprise, geared specifically for the WLAN. These robust software

agents are less expensive than a more elaborate enterprise security suite from Cisco or Microsoft, yet focus on the No. 1 security threat. In fact, according to the Computer Security Institute and the FBI's 2005 Computer Crime and Security Survey, rogue access over wireless is the only rising security threat.

"Intrusion prevention is a necessary part of every enterprise WLAN," says John Cladianos, the technical marketing engineer from Trapeze Networks, a leading security detection company. "Some attacks compromise weaker security protocols on wireless networks that the IT department thought were invulnerable."

WLAN detection uses several key technologies such as forensic and incident analysis, policy-driven protection features, mobile device scanning, and alarm stages based on threat risk. The main differences between the WLAN detection solutions from AirDefense, AirMagnet, Bluesocket, and Trapeze have to do with where the detection occurs, the level of reporting capability, and the extent the detection engine searches a WLAN—whether it's just the main building, several campuses, or on a global basis. Still the main feature has to do with rogue access point detection, which is not only the most common security hole but also the most critical.

In any enterprise, there are white rogues and black rogues. A white rogue is a neighboring access point on a separate WLAN that poses no immediate threat. A black rogue is any access point that serves as a bridge (or "middleman") between authorized access points. These entry points are sometimes set up by company employees who just want to extend the network or provide a separate network for a group of employees. It's typically a plug-and-play router such as the Linksys WRT54G, available at just about any electronics superstore. These consumer models come with a default SSID (service set identifier) network name, broadcasting the SSID for easy access and with security encryption disabled for easy installation. Meaning: They open the enterprise WLAN to easy hacker break-ins. Of course, hackers also set up access points that break security and penetrate networks, stealing accounting information and other sensitive business data.

Powerful Tools

The enterprise WLAN detection tools available fight these onslaughts with sensors that connect to the network, monitor activity, and alert IT about intrusions. They are scalable in that you can keep adding additional sensors as your network grows or to cover additional locations or floors in your office building.

AirDefense Enterprise 7 (www.airdefense.net) is one of the first and most powerful detection

suites, and it also powers the detection engine in the Trapeze Mobility System. The system uses an advanced method of analyzing all wireless packets and processing them through a central server. It complies with Sarbanes-Oxley, HIPAA, DoD 8100.2, GLBA, and other regulatory bodies for both legal and financial accountability. The system even protects corporate users at home who connect through an access point. The detection engine is both accurate and powerful, scanning for address masquerading techniques, RF jamming, and DoS attacks while minimizing false positives.

The colorful control console makes it easy for IT staff to spot the most serious threats and respond faster by scanning a bar-chart interface. The RF Rewind feature uses a one-click approach to see forensic data on hacker break-ins. The system scans for over 200 security threats and supports up to 300,000 devices per server.

AirMagnet Enterprise 7 (www.aimagnet.com), the main AirDefense challenger, uses similar sensor technology to scan enterprise WLANs for rogue access points, unauthorized mobile devices, and other common vulnerabilities. The main distinguishing feature is that AirMagnet performs much of the detection at the network endpoint instead of feeding data back through a central server. AirMagnet calls this the Smart-Edge Sensor, which prevents a rogue access point from making

any outbound connections. If a server fails during a break-in, the security system will continue monitoring and detecting network intrusions, without having to use a central server.

AirMagnet monitors 135 categories of security threats and uses a unique intrusion locator feature. Admins can scan for threats, determine if the threat is located within the building or outside, and then locate the rogue access point on a building floor plan. AirMagnet uses an alarm system that can notify admins via email, SNMP, pager, and other methods.

Bluesocket BlueSecure Centralized Intrusion Protection System (www.bluesocket.com) is another enterprise WLAN security system. It's unique in that it uses one central sensor on the network and has a phased array high-gain antenna system. BlueSecure has the same government and healthcare compliance features, diagnostic and console interface views, and policy-based protection as AirDefense and AirMagnet, yet is not quite as well-known.

Reduce The Wireless Risk

All of the enterprise WLAN detection systems here have a common theme: They reduce the risks of distributing a wireless network to all corners of your building. Powerful and yet highly intuitive to use, they take the tedium and time out of manual detection methods and ease the burden of protecting networks from sly hackers. □

Enterprise WLAN Detection Product Comparison

Product	Price	Features	Web Site
AirDefense Enterprise 7	\$10,000 for central server and five sensors	<ul style="list-style-type: none"> Detects over 200 threats Excellent compliance Intuitive color console 	www.airdefense.net
AirMagnet Enterprise 7	\$8,995 for central server and four sensors	<ul style="list-style-type: none"> Detects 135 threat categories End-point detection Multiple means of alarm notification 	www.aimagnet.com
Bluesocket BlueSecure Centralized Intrusion Protection System	Varies by installation	<ul style="list-style-type: none"> One central sensor Uses a high-gain antenna system 	www.bluesocket.com
Trapeze Mobility System	Varies by installation	<ul style="list-style-type: none"> Identity-based networking User-based access and encryption Part of a larger security architecture 	www.trapezenetworks.com

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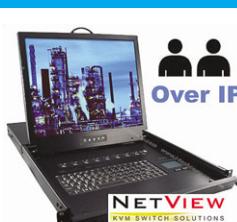
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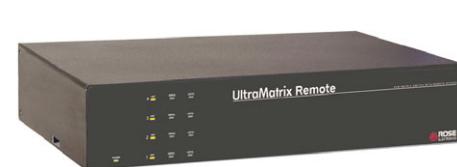
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Don't Fear The Unknown

Behavior Analysis Intrusion Prevention Defends Against Zero-Day Attacks

by Ericka Chickowski

AS THE IT INDUSTRY has moved beyond the simple perimeter defenses of firewall security, part of the evolution has included a shift to both IDS (intrusion detection system) and IPS (intrusion prevention system) security.

These systems, be they appliances residing on the network or host-based systems installed on the servers themselves, are designed to look at patterns on the network or the system and discriminate between acceptable and unacceptable patterns. The types of patterns monitored can vary widely from watching simple data patterns to looking at user behavioral patterns. Obviously, what your IDS and IPS watches and how it determines what's legitimate and what's not is going to be the key factor to the system's effectiveness.

"The success of both IDS and IPS depends on the methodology used for detecting attacks," says Dr. Steven Hofmeyr,

founder and chief scientist for Sana Security. "In the case of IPS, it is fundamental because the system cannot prevent what it cannot detect."

In the past, most IDS/IPS defenses have been dependent on what is called "signature-based" security. Based on known attacks, signatures are developed to give the system bad patterns to look for that must be stopped. Different signatures might block any number of malware activities based on what it is doing on the system or over the network. While this sounds good on paper, there is a major weakness to using this type of detection.

"Signature-based systems that define the model in terms of known attacks are limited," Hofmeyr says. "They can only detect yesterday's attacks."

Behavior-Based

Analysts and other industry experts tend to agree with Hofmeyr, which is why there seems to be a sea-change in the way

businesses are deploying IDS/IPS.

"Traditional signature-based security products can't stop zero-day attacks," says Andrew Jaquith, a senior analyst with Yankee Group. "Our research shows that while 99% of corporations have deployed antivirus software, nearly two-thirds (64%) nonetheless suffered virus or worm outbreaks that disrupted at least one business unit. Behavioral security solutions are an increasingly important part of a balanced security program."

Rather than stopping actions based on known bad patterns, behavioral analysis turns the system on its head by looking at known good patterns and obstructing actions when there is an anomaly.

In simplest terms, the difference between signature-based and behavioral-based systems is similar to the difference between blacklist and whitelist spam filters—behavior analysis stops anything that isn't known to be good rather than stopping everything known to be bad. The advantage is that the system is still blocking those unknown attacks. This is particularly key in today's

environment, where malware creators are becoming sneakier as they increasingly generate underground attacks for financial gains rather than highly publicized attacks for notoriety. These low and slow attacks typically exploit unknown vulnerabilities that would never be detected by signature-based systems.

How To Use Behavioral Analysis Solutions

Though behavioral-based systems do offer the advantage of protection against zero-day attacks, choosing to go behavioral-based or signature-based doesn't have to be an either/or decision. Signature-based security still remains a good outer layer of defense against known attacks, just as firewalls are. The idea is to add behavior analysis to the mix to shore up defenses even more, rather than replacing signature-based systems altogether.

The question that remains is how exactly to do this. Some advanced enterprises are choosing to do a rip-and-replace of older IDS/IPS solutions for a more comprehensive system from larger vendors such as Cisco, Symantec, or McAfee that includes signature-based and behavior-based scanning.

But that just isn't practical for many organizations that have already sunk a lot of money into IDS/IPS. Fortunately, there are ways to build upon existing signature-based systems to create a layered, best-of-breed approach to intrusion prevention.

The first approach is to leverage existing network-based IDS signature-driven protection by placing behavior-based solutions directly on your systems. In this way, the host-based IPS can provide a strong last layer of defense for zero-day attacks that sneak through network defenses. Some host-based IPS vendors include Sana Security, Determina, and Check Point.

When utilizing HIP (host-based intrusion prevention), one thing to think about is how well it integrates with existing IDS/IPS on the network and how well it adapts to application changes. Eric Ogren of Yankee Group says that this can make or break success when layering behavior-based filtering on top of existing systems.

"Integration with the security architecture is critical when standardizing on an enterprise-wide HIP solution," he says. "A HIP solution must utilize existing security management processes and be easy to manage with existing security team resources."

Alternatively, you can opt to go with a network monitoring approach. There is a growing niche of vendors that is building network behavioral analysis engines to be used in concert with traditional IDS/IPS solutions. These vendors include Q1 Labs and Arbor Networks. The advantage of such an approach is that it provides a union between security and network monitoring and reporting that allows IT greater centralization of controls and a solid audit trail. □

Behavior Analysis Tools

Vendor	Product	Host Or Network-based?	Description	Web Site
Arbor Networks	Peakflow X	Network	Uses relational modeling to construct a network-wide view of user activities and auto-learning behaviors to control who talks to whom and how this is done	www.arbornetworks.com
Check Point	Integrity	Host	Offers an application control component in addition to its array of user system protection	www.checkpoint.com
Determina	Memory Firewall	Host	The first host intrusion prevention software focused on preventing program hijacking in memory	www.determina.com
Lancope	Stealth Watch & Stealth Watch Xe	Network	StealthWatch sensors monitor network traffic moving through specific routers or switches to protect the network perimeter; StealthWatch Xe aggregates high-speed network behavior data from multiple networks or network segments to extend StealthWatch protection across dispersed enterprise networks	www.lancope.com
McAfee	Entercept	Host	Monitors and blocks intrusions by combining signature and behavioral protection with a system firewall	www.mcafee.com
Q1 Labs	QRadar	Network	A network security management platform that combines flow-based network knowledge, security event correlation, and asset-based vulnerability assessment	www.q1labs.com
Sana Security	Primary Response	Host	Automatically detects, classifies, and responds to threats based on its behavior analysis engine	www.sanasecurity.com
Symantec	Critical System Protection	Host	In addition to signature- and behavior-based protection, CPS lets administrators configure, deploy, and maintain security policies; manage users and roles; view alerts; and run reports	www.symantec.com

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Clear As Mud

How To Write IT Messages Staff Will Understand

by Curt Harler

• • •

COMMUNICATING CLEARLY is like writing computer code or doing carpentry. The more you practice, the better you get. Eventually, it becomes second nature. The problem for many IT professionals is that they find themselves thrust into a management position. They are required to write memos to their boss and directives to staff. It's a real challenge trying to get someone who may be viscerally opposed to your message to read it and heed it.

Even the professionals mess up. Old timers will remember the RAID-1 designation for simple mirroring of files. RAID-5 split files for faster processing. Eventually, RAID-10 was developed to provide both mirroring and enhanced performance at once. It's amazing how many new engineers will read an old manual and get confused because there is no RAID-1. The vendors assume everyone wants the benefits of both speed and redundancy, and they also assume

the reader is aware of those changes. That isn't always so. There are tricks, however, to make communications easier.

Keep It Simple

"Write simply," advises Mike Poorman, senior lecturer in Penn State's College of Communications. He says there is no need to use flowery language. Short sentences and short paragraphs, each with two to five sentences, work best.

Numbered lists and bullet points work well. "The eye can read them clearly, and they are easier for the mind to process," Poorman says. "Information bits and bytes are easier to absorb this way. That's why you see so many bullet points in *USA Today*."

Even that can backfire. Many watercooler discussions revolve around Microsoft's wizards. The wizards are great: They simplify complex procedures. The problem is that they allow people without proper knowledge to go deep inside applications where they simply do not belong. Don't let that happen with your memos.

Who, As Well As What

Finding the right person to communicate key messages can be tricky. The right writer might not be you. "Ask. And observe," Poorman says. When at meetings or work sessions, see who speaks clearly and seems to get his or her point across most of the time.

There is a vast difference between spoken communications and written communications. There is also a big difference between traditional communications and email. While spoken communications allow for nuance, hand and face gestures,

or feedback from the target audience, emails are cold, black letters on a screen.

One solution is to observe good, effective writers in the office. Seeing how a good writer shapes ideas and writes sentences that are less error-prone is revealing.

Sometimes the words are too obvious. Many IT professionals have seen the results of following the black letters too carefully. Migration to NT Server, following the manual exactly, leads to a lot of servers being named "NT_Server." In a small environment, that is not a problem. However, in larger environments, it is difficult to change the name of the domain controller in NT4.

Poorman says to review whose emails are the best. "Who is best at succinctly filling in a co-worker about what happened on 'American Idol' or 'Lost' last night?" he asks. "Those are the folks who know how to simply communicate."

There is no shame in asking for help. Try to find someone else in corporate who is willing to check messages. The public relations and human resources departments are good places to start. They tend to be word-oriented and have a feel for how people react to words. Failing that, try someone else in IT.

The hurdle here, Poorman notes, is the other person's availability. He or she has jobs and deadlines, too. If that does not work, Poorman advises trying to get at least two other sets of eyes to read something before it goes out for general consumption. "That's not easy," he admits. "Deadlines and job responsibilities get in the way. Plus, you'll need a thick skin to handle any criticism. But having others check your work is fast, inexpensive, and usually effective."

Short & Sweet

All of this assumes that you already have and use word processing software. One way to eliminate misunderstanding is to eliminate words. "Count the number of words in a sentence. Any more than 25 to 30 maximum—

10 Tips On Better Writing

1. Practice, practice, practice.
2. Don't squeeze writing between other "real" jobs. You'll waste more time explaining later than you will communicating properly the first time.
3. Keep sentences short and to the point.
4. Use bullet points where appropriate.
5. Deal with only one point per memo.
6. Get feedback, both before you send a memo and after it circulates.
7. Don't be shy about asking for help.
8. Revise and edit. Then revise again.
9. Keep a folder of memos that "worked" for you, whether they are yours or someone else's.
10. Avoid humor, sarcasm, or cynical remarks. Someone will almost always misinterpret them.

and it is complicated," Poorman says. "Keep it short. Keep it simple."

Take the situation at a Northeastern firm that wanted to move from Exchange 5.5 to 2003—not an easy migration. Armed with both the manual and a procedure paper, the engineer set to work. In fairness, Microsoft did all it could to simplify things. Yet on the one screen that is not prescribed, it allows the option to create a new organization. Yes, the engineer chose that option . . . taking the server down for four days.

For some people, writing is just too painful. The result is painful for their readers, too. At some point, it is better to delegate responsibility for writing to a subordinate or a freelance pro who is comfortable with writing and has the required skills. □



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WHAT'S HAPPENING

Backup & Recovery: The Move Toward Oneness

Appliances Offer A Comprehensive Solution

by Chris A. MacKinnon

WHY ARE CUSTOMERS STILL getting their backup and recovery solutions from more than one vendor when they simply don't have to? According to Mike Southworth, director of corporate communications at Revinetix (www.revinetix.com), a Utah-based data backup and recovery provider, many companies are still piece shopping to satisfy their disaster recovery plan. But in fact, Southworth says, companies don't have to be getting their software from one vendor and their hardware from another when there are turnkey solutions available that seriously challenge these piecemeal solutions. Southworth says backup appliances are becoming the boilerplate in the backup industry, and they're making total sense to boot.

Old Boilerplate

Southworth's view of the present backup and recovery industry, which he says is currently dominated by tape, is one fraught with problems. "The industry is currently still married to D2T (disk to tape) backup. As applications migrated to a decentralized computing environment, backups remained focused on a centralized tape scheme. Consequently, most companies today continue to back up diverse servers to tape—either locally connected tape drives or a centralized tape library. Although the dominant solution, tape backups are notoriously problematic: inherently unreliable media, slow and cumbersome backup processes, manpower-intensive restore processes, etc. Revinetix's D2D2D (Disk2Disk2Disk, a term coined by Revinetix) technology eliminates these tape-based problems."

Southworth says Revinetix is overcoming challenges produced by another current industry trend: remote data transfer and storage. This technology allows the

information on a local server to be mirrored or replicated onto another backup server in a remote location. Southworth says this can be a very successful backup and disaster recovery implementation but is limited by the amount of data needed to be mirrored and the cost of remote data storage. "If large amounts of data need to be transferred, the available network bandwidth becomes the choke point. Additionally, vaulting services exist that act as a remote repository for monthly fees. For its part, Revinetix provides replication as a standard feature in each Sentio backup appliance; there is no additional cost for the functionality. Revinetix also continues product development to reduce the size of data being transferred."

To Southworth, the current state of the backup and recovery industry is, in a word, "convoluted." He says, "Not only are there many players in this market; the technologies and approaches can vary a great deal. Typically, users source their hardware and software from different suppliers in the backup space, often buying hardware separately from software. By offering a 'turn-key' backup appliance, Revinetix alternatively provides users with a fully validated, tried-and-true single source solution for their backup needs."

New Boilerplate

Southworth says Revinetix's appliances can support multiple office sites and, virtually, an unlimited number of machines. The appliances include BMR (bare metal restore), a software allowing critical machines to be imaged back to the backup appliance, along with replication software that allows data to be replicated from one backup appliance to another appliance located in a remote office. The company also offers an attractive "site license" for its appliances for users who need to back up an unlimited number of machines (as opposed to the traditional model where users are required to pay individual client

licenses for each machine). Southworth says this type of licensing results in significant cost savings, particularly for the small to medium-sized enterprise space.

He further notes that in the event of disk failure, a quick recovery is possible by pulling the disk image back from a Revinetix appliance (a process which usually takes no longer than 20 minutes). "This technology is becoming more and more necessary for a solid disaster recovery plan. The replication functionality supports a one-to-one or a one-to-many configuration, providing users with tremendous flexibility when developing a disaster recovery strategy that is right for them."

Revinetix uses some of the best hardware products available along with its unique, open, source-based operating system, known

continue to improve, they will be incorporated into the Revinetix appliance."

According to Southworth, Revinetix's solution is unique not only in its feature set but also in its flexibility for deployment. "The RevOS is designed for a seamless setup and integration, as well as an intuitive management piece that allows the admin to easily deploy, configure, and monitor backup clients." Users of Revinetix appliances can safely and conveniently write data to disk as a way to get that data offsite.

Future Boilerplate

Southworth says the cost of disk has dropped significantly over the past 10 years—a trend, he says, that will continue to hold into the future. "It is no longer price prohibitive to keep critical data onboard

disk. This flexibility provides the key in serving this market. The RevOS tracks and manages all backup sets onboard the appliance, meaning that if recovery is needed, it can be quickly found and retrieved."

Elsewhere in the same space, more and more solutions are now being offered that let users back up via the WAN. Southworth says companies with smaller data capacities can now work with a variety of managed service providers to outsource their backup requirements. He says companies with larger data capacity needs are now looking to replicate their data to another office location or data center. This architecture allows for quick data recoveries locally and removes the reliance upon tape for disaster recovery.

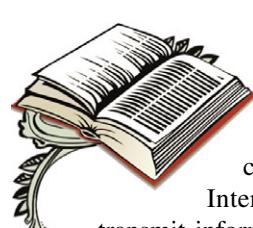
Revinetix says its next release will also provide support for NAS. This feature will let users mount the Revinetix appliance onto their desktop to serve as a file server. Other features will include software aggregation, allowing additional Revinetix appliances to be aggregated together as capacity requirements grow, and UCAR (unique content addressable repository), allowing storage optimization by only keeping one copy of similar data. □



as the RevOS, to deliver a complete backup and recovery solution. Revinetix's appliances can back up multiple clients simultaneously, which greatly reduces the backup window for each client. Each client's backup set can be configured to automatically archive to removable SATA disk, USB archive disk, an attached tape library, or to replicate across the network. Administrators are kept informed via email about daily and weekly backup summaries and can also be alerted each time a job succeeds or encounters errors.

As a specific example, Revinetix's Sentio backup server is currently composed of dual Xeon processors, 3Ware Raid cards, dual redundant power supplies, and RAID rated SATA Disk Drives, all monitored by the RevOS. Southworth says, "Should the software identify that a component has failed, a network administrator is notified and preventative maintenance can then be initiated. As hardware components

TWO TERMS



I VPN (virtual private network)

What it is: A communications protocol that lets a user send protected communications via a public network, such as the Internet. Using a VPN, a corporate user can transmit information securely through the Internet from any location where Internet access is provided. VPN security is accomplished by using tunneling protocols that encapsulate confidential traffic as it travels across an unsecured network (such as the Internet). These "tunnels" use cryptography to protect the transmitted information to make sure a cybercriminal cannot peek at information. Also, VPNs provide authentication and protection of message content.

Why you should care: If your workforce is mobile and needs access to the corporate network no matter where they travel, a VPN is a necessity to ensure the security of your information.

Related products and manufacturers: Developers of VPN solutions include the usual suspects in the networking world, and products include Cisco's VPN Client, 3000 Series Concentrator, and PIX 500 security appliances; Juniper Networks' NetScreen series of appliances; Nortel's VPN Client and VPN Routers; and others.

I IPSec (Internet Protocol Security)

What it is: IPSec is the secure part of IPv6, the newest version of the Internet Protocol. IPv6 follows the IPv4 protocol and introduces a variety of new features, such as longer addressing and IPSec. IPSec will introduce network layer encryption and authentication to IP. Encryption secures data while authentication ensures that message recipients are who they claim to be. These secure features are implemented via the protocol's ESP (Encapsulating Security Payload), AH (Authentication Header), and IKE (Internet Key Exchange).

Why you should care: Eventually, all IP communications will use IPv6, but currently IPv4 is still the main protocol used for Internet communications. As Web-based applications grow in business importance, the protocol underlying all communications over the Internet needs to assume some level of security, which will be provided by IPsec. IPsec can also be implemented with IPv4.

Related products and manufacturers: Many VPN implementations use IPSec. Manufacturers who are using IPSec in their products include Microsoft (Windows), Cisco (IOS Software), Linux, and IBM.

Next Week In Processor . . .

Coming In Our May 5 Issue:

There are signs that biometrics could finally come of age during the next couple of years, especially in enterprise settings where security and user authentication are high priorities. What should you be doing now to prepare?

You'll also find:

- A rundown of new enterprise-class and rugged PDAs and handhelds
- How system monitoring tools can help aid in troubleshooting
- Tips for deciphering your data center's "tier" level and advice on where you should be
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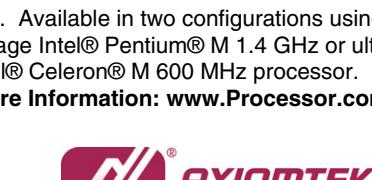
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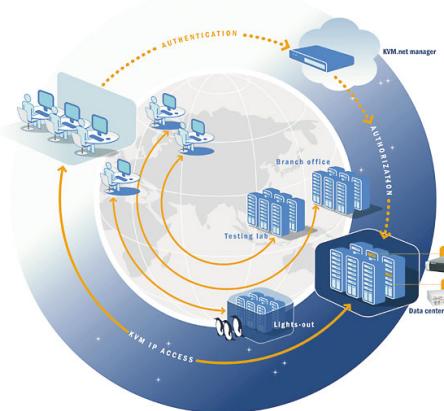
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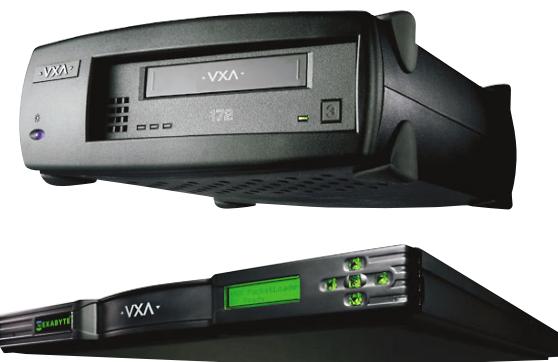


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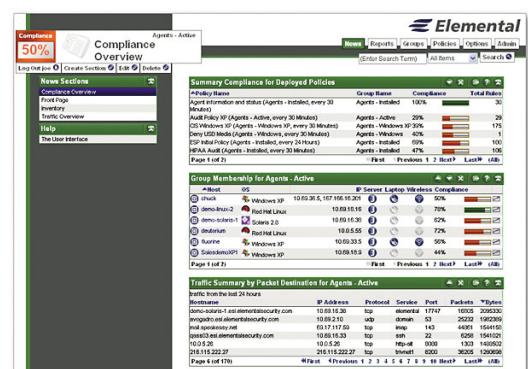
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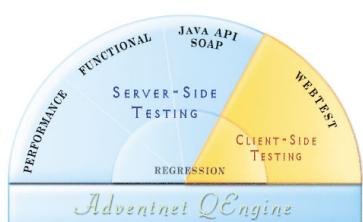
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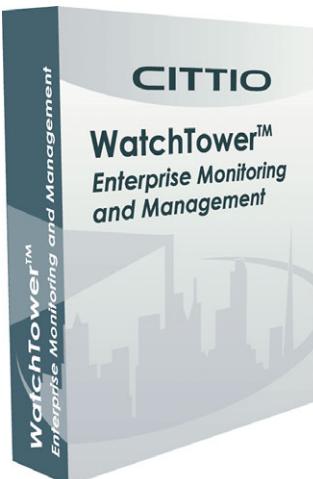
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ImagXpress is the comprehensive image processing toolkit designed for document imaging, forms processing, photo and color imaging application development. Features include image viewing, editing, clean up, printing, powerful TWAIN scanning, fully programmable annotations, redaction, anti-aliasing, deskew, despeckle, multi-page TIFF and PDF. Barcode, ICR, OCR, OMR, ISIS scanning, forms recognition, and forms processing are all available as add on toolkits.

For complete product information on ImagXpress, visit:
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**Manufacturer Presentation**

Software - Network & Systems Mgmt. Advertisement

WatchTower: System & Network Monitoring

What if we told you there is an easier, faster, more cost-effective way to monitor your complete network infrastructure?

CITTIO's flagship product WatchTower™ is an enterprise monitoring and management software application that enables companies to efficiently manage distributed and heterogeneous systems, increase IT productivity, and reduce downtime.

WatchTower provides you with a proactive, preventative approach to keeping your systems up, running, and available.

Features include:

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- Bandwidth monitoring
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- Hardware performance analysis, including CPU, memory, disk usage, file I/O, and more
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WatchTower™ Network Monitoring Software
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Service Deskwww.Processor.com/Layton2

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Whether you require a simple call logging system or a more sophisticated help desk with Service Level Agreements, Escalation Processes and Email Alerts, HelpBox™ provides the ideal solution.

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Asset Managementwww.Processor.com/Layton

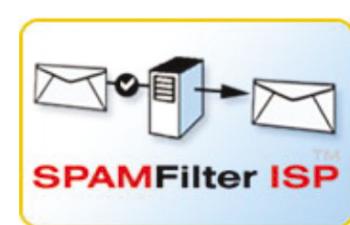
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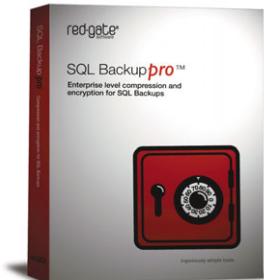
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Manufacturer Presentation

Software - Storage Advertisement

Compressed & Encrypted SQL Server Backups

Red Gate Software's SQL Backup



Red Gate Software's SQL Backup Pro Edition provides high-performance backup and recovery for enterprise-level SQL Server implementations.

"SQL Backup Pro Edition includes two tools—SQL Backup and SQL Log Rescue—that should be a part of every DBA's toolbox," says Jason Delaune, production DBA at Tulane University. "It was a crucial tool in our backup and recovery efforts surrounding Hurricane Katrina and will continue to be a vital part of our data security strategy."

SQL Backup Pro Edition provides multiple encryption levels up to 256-bit using the AES algorithm, the same standard specified by the U.S. government for encrypting top-secret data.

The software bundle sets new standards for convenience and flexibility, enabling users to connect and manage all server backups remotely from a central client-based GUI and take advantage of wizards to plan SQL backups and automate log shipping. Object-level recovery and log analysis is provided through SQL Log Rescue.

Advanced compression levels in SQL Backup Pro provide up to 95% smaller backups and deliver speeds up to three times faster than native SQL Server backups.

SQL Backup Pro Edition is available for \$695 per server, with substantial volume discounts. It is compatible with both SQL Server 2005 and SQL Server 2000.

A free, fully functional, 14-day trial version of SQL Backup Pro Edition is available at www.Processor.com/RedGate

red-gate[®]

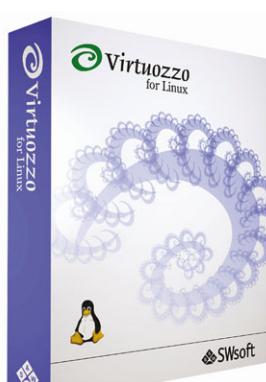
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Defragmentationwww.Processor.com/Diskeeper

Disk fragmentation causes crashes, slowdowns, freeze-ups and even total system failures. Manual defragmentation just isn't practical—it takes too long. NEW Diskeeper 10 is the "Set It and Forget It"® high-speed defragmenter that runs undetectably in the background and makes the problems of fragmentation go away forever!

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Virtualizationwww.Processor.com/SWsoft

Virtuozzo creates isolated, secure VPSes (virtual private servers) or virtual environments on a single physical server enabling better server utilization, ensuring guaranteed resources, and preventing applications from conflicting. Each VPS performs and executes exactly like a standalone server; VPSes can be rebooted independently and have users, IP addresses, processes, system libraries, and configuration files.

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Manufacturer Presentation

Software - Mobility Advertisement

View Your Microsoft or WordPerfect Office Files on Your Cell Phone or BlackBerry

Fone Folio bridges the gap between your PC and your cell phone or BlackBerry®, making it easy to view your own files, photos, spreadsheets, graphics, and presentations wherever you are.

Designed to work on virtually all currently available mobile phones, your files are instantly available to you anywhere. All that's needed is an Internet connection.

In addition to built-in support for all versions of Microsoft Word, Excel, and PowerPoint since version 97, and for Corel WordPerfect, Quattro Pro, and Presentations (version 10 or newer), the software also works with generic text, comma-delimited files, and 12 of the most popular image file formats.



By encrypting and compressing data and trimming Office documents to their essentials, Fone Folio puts critical data into your hands while you travel, securely and inexpensively.

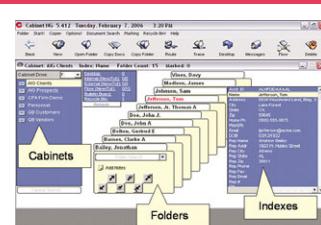
Whether you are a salesperson who needs access to Office documents on the road or a medical or legal professional who needs a convenient way to carry confidential documents with you, Fone Folio has the tools you need.

Fone Folio runs under Windows 98SE/ME/2000/XP. The application supports all modern cell phones that use either Java™ or WAP 2.0 as well as the RIM BlackBerry® with OS 4.0 or greater. No BlackBerry Enterprise Server (BES) is required.

For a **free demo** and more information, please visit www.Processor.com/FoneFolio

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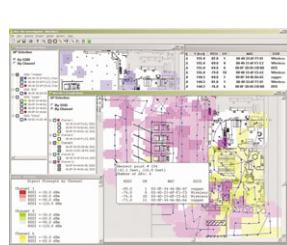
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Hive™ is site survey mapping software that works with Berkeley's Yellowjacket® 802.11 (B, A or B/G) Wi-Fi receiver system and runs on an iPAQ® PocketPC®. This system is ideal for detecting and optimizing indoor/outdoor network coverage as well as wireless holes and security leaks all with no GPS reception needed. Hive™ features improved GUI, survey paths, screen snapshots, multiple studies/floorplans open simultaneously, auto-save & more.

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Manufacturer Presentation

Software - Security Advertisement

nCircle Focus™ is a breakthrough real-time data synthesis and active analysis tool that enables security professionals to immediately assess network risk and focus their actions. For the first time, users have the ability to instantly view the exact data they need at that moment and manipulate it in real time. Questions that previously required cumbersome reports or manual effort are now answered in seconds with nCircle Focus.



Enterprises generate an overwhelming volume of security data and still do not have the tools to turn this data into the information and knowledge they need to make the best decisions often needed immediately as the threat environment changes. Another type of report is not the answer; they need the information at their fingertips, displayed in a manner that lets them see exactly what they need to see at that moment.

Here are some common scenarios where nCircle Focus could save hours over any other type of analysis, such as the typical reports generated by vulnerability management products:

- Your log monitoring service alerts you to a large amount of traffic being generated by a host on your network. What type of host is it, what applications is it running, what ports are open, what vulnerabilities does it have, and who owns it?
- A new Denial of Service attack is out for Cisco IP phones and no patch is available yet. Where are the IP phones on your network that are running the vulnerable software version?
- The CEO wants to know if the company is at risk to the WMF threat that one of his board members just read about on the Internet. He wants to know: Is there a patch available? What systems are vulnerable? Where are they and who owns them? Do they have line-of-sight access to high threat zones? Are they running critical applications that fall under regulatory control objectives?

nCircle Focus will change the way security professionals do their job. Focus will be available in nCircle IP360 v6.6.

For More Information: www.Processor.com/nCircle

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Accounting & Logging

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**Internet Monitoring Solution**

ObsurferPro™ is a simple to use, cost effective, Internet Monitoring solution aimed at assisting Network Admins in the task of identifying and controlling use of valuable Internet facilities within working hours. ObsurferPro™ will monitor and record all Web sites visited and provide valuable feedback that will allow you to identify what the surfing practices of your employees really are.

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- Gives end users the ability to reset personal passwords by correctly answering a series of private questions
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Software - Business Productivity Advertisement

Manage Development Issues With TestTrack Pro nPath

The management challenges in a software engineering group are found throughout an enterprise. While roles and skills differ by department, the need for good communication, accountability, quality, and repeatable processes remain constant. Software solutions such as TestTrack Pro help the software engineering group model and manage their processes and track issues vital to a successful product release. TestTrack Pro is built on an advanced, flexible workflow and issue management architecture with 10 years of customer input behind it. Today, thousands of companies rely on TestTrack Pro to keep their development and quality assurance efforts on track. What if other departments could leverage this technology? Not only would they improve efficiency, but the IT department would have a single process management architecture to support enterprise-wide.

nPath, Seapine's newest business process management tool, provides a clear path to automating and streamlining business processes. Like TestTrack Pro, nPath's powerful toolset allows companies to connect people to information, making end-to-end process management possible. nPath makes it easy for companies to track work as it moves through the organization, ensuring the right work gets to the right person at the right time. Through advanced workflow planning, issue management, communication, and reporting capabilities, nPath enables key collaborative processes, such as streamlining departmental activities or meeting regulatory compliance, to be controlled from start to finish.

Through a combination of tools, technologies, and services, Seapine has provided software engineers with solutions to better manage process, change, and quality. nPath is an exciting addition to the Seapine product family because it gives other departments the same benefits our software development customers have enjoyed for so long.

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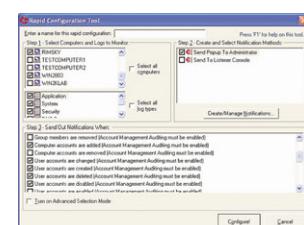
Seapine Software™

Managing Process, Change & Quality
Throughout the Enterprise

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Event Correlation

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Event Alarm™, from Dorian Software Creations, is an easy-to-configure application that can alert network administrators the moment specific events happen throughout the network. Running behind the scenes as a Microsoft Windows® service, Event Alarm constantly watches over your machines' event logs and network's syslogs, immediately notifying you at the first sign of trouble.



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DeviceShield™ allows you to take control & manage all removable media devices. You will quickly gain full control of every port, drive and device on every workstation!

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- Allows for integration with Microsoft® and third-party Windows® logon dialogs

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Attention
Data Center/IT Managers

Where Do You Go To Find The Newest Products Available?

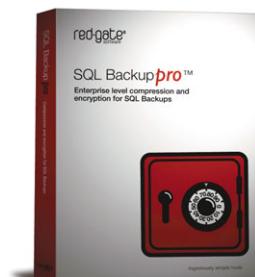
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Red Gate Software's SQL Backup Pro Edition provides high-performance backup and recovery for enterprise-level SQL Server implementations. It provides multiple encryption levels up to 256-bit using the AES algorithm, the same standard specified by the U.S. government for encrypting top-secret data. Advanced compression levels provide up to 95% smaller backups & deliver speeds up to three times faster than native SQL Server backups.

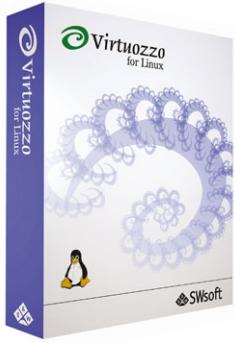
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Manufacturer Presentation

Software - Network & Systems Mgmt. Advertisement

Linux Server Virtualization

Virtuozzo for Linux 3.0 available now!



Virtuozzo creates isolated, secure VPSes (virtual private servers) or virtual environments on a single physical server enabling better server utilization, ensuring guaranteed resources, and preventing applications from conflicting. Each VPS performs and executes exactly like a standalone server; VPSes can be rebooted independently and have users, IP addresses, processes, system libraries, and configuration files.

As an operating system virtualization solution, the unique architecture enables the most efficient use of hardware, software, and management resources. The light overhead and efficient design of Virtuozzo makes it the right virtualization choice for server consolidation, disaster recovery, and all production servers with live applications and data.

Virtuozzo for Linux 3.0 leverages some architectural improvements to provide these major enhancements:

- Zero-Downtime Migration** - Virtuozzo captures the state of an existing virtual private server and migrates it to a new physical server without any interruption in service or availability. The migration may be done between any two networked Virtuozzo servers without a SAN.
- EZ Template Management** - Building on Virtuozzo's capability for creating both operating system and application templates, EZ Templates feature smarter template creation and loading with the capability of defining, finding, and resolving software dependencies.
- New Resource Management** - Virtuozzo enables administrators to define many processing parameters to very precisely define a virtualized server's performance. The new resource management option offers a simplified interface that helps administrators set a few basic parameters based on expected system performance to manage the same server resources.
- 2.6 Kernel Support** - Virtuozzo now supports distributions based on the 2.6 Linux kernel. It is also backward compatible for 2.4 distributions so older virtual private servers and applications do not necessarily need to be upgraded to reside on the same Virtuozzo server.

Visit www.Processor.com/SWsoft for more information!



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Manufacturer Presentation

Software - Messaging & Groupware Advertisement

**If You Like Email,
You Will Love appMail.**

Dash, appMail's integrated platform for structured email communication, automates business processes and boosts workflow productivity. appMail's proprietary collaborative software manages core business functions entirely through email, leveraging knowledge workers' most widely used workflow tool. Dash distributes policies to employees' inboxes, collects affirmations, consolidates responses, and sends reminders for outstanding requests. Dash provides organizations of any size the tools necessary to optimize information distribution, collection and, analysis and increases productivity as important business processes are completely automated.

Features

Dash, a Web-based email tool, offers a new way to manage policy distribution and ensure employee compliance through email. Organizations can design and send policies via email and then capture and analyze responses. Dash puts structure in email without using attachments; consolidates all email responses into one; stores all responses in a database; allows for preset delivery dates, reminders, and dates to receive a consolidated report; and is user-friendly.

Templates of most standard forms are available to help save time.

Benefits

Dash enables organizations to use email to design and send customized surveys and compliance documents and to collect and consolidate all email responses into one organized report.

Dash saves time and processing costs as information is exchanged easily via email and reports are generated from data automatically collected. The Dash universal email solution provides tools to facilitate compliance with Sarbanes-Oxley and similar regulatory requirements. Dash takes email to the next level by automating and improving business processes.

For a free demo: www.Processor.com/appMail



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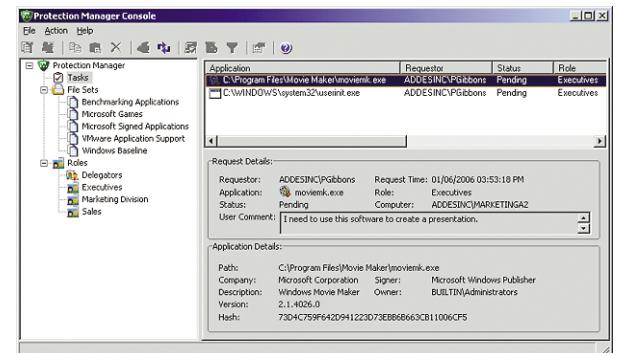
Software - Security Advertisement

Desktop Security Against Malware

Winternals Protection Manager™

In response to the alarming proliferation of security viruses, worms, spyware, and other malware infiltrating PCs, Winternals Software® has created a new security tool called Protection Manager. Recent gaffes such as Sony music CDs' inclusion of rootkits, a cloaking technology commonly used by hackers to implant and hide files on a user's computer without their knowledge, has highlighted the ease in which malware can get into a system.

Protection Manager is a security solution that blocks the execution of all unknown applications, enables enforcement of security policies, and thwarts intrusions with zero-day control. When Protection Manager is deployed to the Microsoft-based enterprise, malicious applications cannot execute and create problems on crowded desktops, notebooks, and servers.



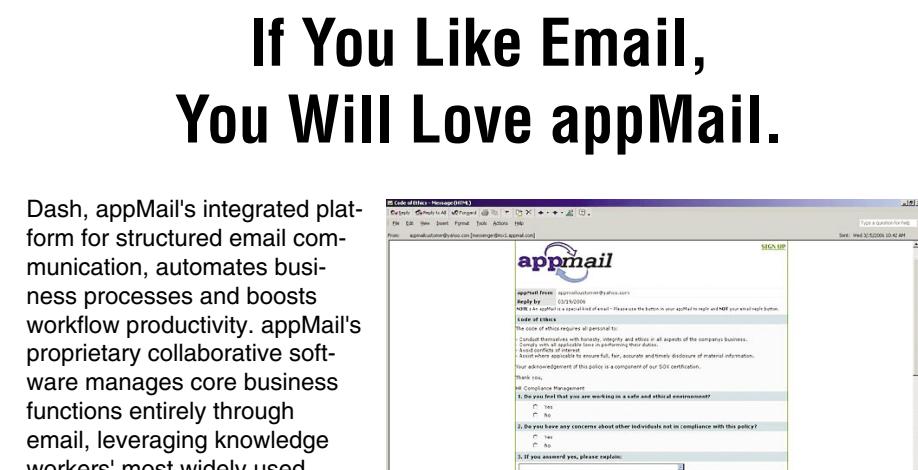
"One of the problems with antimalware solutions today is that they are completely reactive. When a new or modified virus or worm is introduced, it can wreak havoc within a company's network and cause both data loss and system downtime long before a patch to defend against it can be created and deployed to the public," says Winternals co-founder Mark Russinovich. "The Protection Manager approach is to block any unknown application, be it a rootkit, trojan, botnet, or any other malicious application. This effectively eliminates the zero-day attack problem. Had Protection Manager been installed within enterprises using Microsoft Windows 2000, XP, or Server 2003, its very design would have prevented the Sony rootkit from being installed."

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Manufacturer Presentation

Software - Messaging & Groupware Advertisement

**Manufacturer Presentation**

Software - Storage Advertisement

QStar Adds Digital Signatures To Its Data Archive Product Suite

QStar's HSM (Hierarchical Storage Management) has been setting the standard for Storage Management since its introduction. HSM provides the security and accessibility you need for your data on your platform of choice. The following hardware is supported: UDO Drives/Jukeboxes, PDD Drives, Magneto-Optical Drives/Jukeboxes, CD Jukeboxes, DVD Drives/Jukeboxes/Arrays & Tape Drives/Jukeboxes.

HSM now includes functionality to manage the digital signature process. The Digital Signature feature provides a means for a signing authority to secure documents from tampering and version changes, a key to many compliance requirements.

Adding the ability to provide digital signatures to stored data and manage the digital signature process provides another level of information security within the QStar product line to protect customer's data. Digital signatures can be used with any kind of document, whether it has been encrypted or not. The digital certificate contains the digital signature of the certificate-issuing authority so that anyone can verify that the certificate is real, and thus the document is authentic. This is a key component for a number of highly regulated market segments such as Drug Development, Medical, and Life Sciences. The signature is there to ensure that any changes made to the data have been signed and cannot go undetected.

The QStar Digital Signature feature is an optional component supported in software version 4.20.80 and available immediately.

For More Information, Visit
www.Processor.com/QStar



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Manufacturer Presentation

Software - Messaging & Groupware Advertisement

Fax Server Software Addresses Compliance & Spam



Zetafax network fax server software now does a lot more than simply enabling employees to send and receive faxes from their desktop and laptop PCs.

Zetafax helps meet compliance legislation. **Compliance** remains the No. 1 issue for organizations across many sectors, especially financial services, healthcare, and local government sectors, with regulations such as HIPAA, Sarbanes-Oxley, and the Data Protection Act now in force. Zetafax helps IT managers meet increasing board-level demands for IT departments to support compliance-related targets. For instance, all faxes sent and received with Zetafax can be stored electronically for archive and retrieval. Sensitive and confidential documents can be kept private by faxing directly from PC to PC, and fax audit trails can be maintained. Zetafax supports compliance requirements, and it also helps IT managers cope with the growing use of fax as a mass marketing tool. The product now includes a **Junk Fax Filter**, providing an effective way of dealing with increasing amounts of fax spam.

"We have taken a hard look at the daily issues facing our customers and developed a new version of Zetafax which goes beyond simply sending and receiving faxes," says Chris Oswald, CEO of Equisys. "Compliance legislation and fax spam are just two key issues which Zetafax 2006 helps to address. Our new fax creation tool means that faxing is now even faster and easier for users – which by definition means Zetafax is easier for IT managers to manage."

Improvements for IT managers:

A key new management feature is the **Junk Message Filter**. This allows network administrators to automatically delete junk faxes (or fax spam) or to divert them to a specific folder on a system-wide basis.

A new "**Do Not Dial**" control allows network administrators to prevent users sending faxes to specific numbers such as premium rate services or selected international destinations. Restrictions can be made by number prefix, area code, or DDI.

The enhanced **Server Queue Management** feature allows network administrators to control at several levels the priority of faxes that have already been submitted. This means that if nonpriority faxes are holding up more important ones, they can be sent to the back of the queue.

For More Information, Visit www.Processor.com/Equisys



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Manufacturer Presentation

Software - Security Advertisement

Protect Your Network From The Inside Out With GFI EndPointSecurity

GFI's EndPointSecurity™ increases network integrity by providing safeguards against transported viruses and data theft via portable storage, media, and consumer electronics devices.

With GFI EndPointSecurity, security administrators can provide read, write, or both access capabilities to groups or individual users for file-based media such as CD/DVD-ROMs and floppies as well as block-based media operated through universal serial bus (USB), Bluetooth, Firewire, and Wi-Fi connections. In addition, administrators can monitor the use of a removable device and even block access if the activity is suspected of compromising the integrity of corporate data or the security of the network.

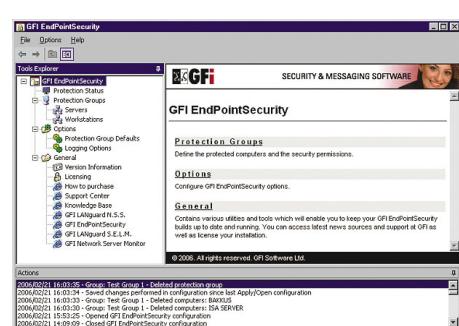
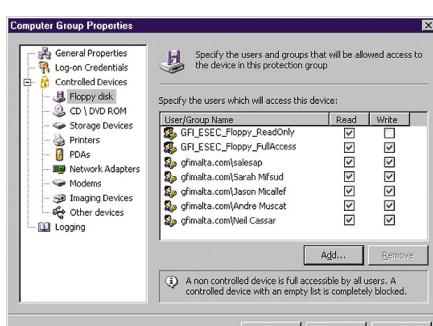
"Group-based oversight offers users an incredible management opportunity," says Andre Muscat, product manager for GFI EndPointSecurity. "While our competitors can support individual computer specifications, none of them allow a group-based control approach to configuration at this level of ease."

Pricing and availability

GFI EndPointSecurity is available from distributors around the world or online. It is highly cost-effective with prices starting at US\$625 to monitor up to 25 computers; a version for up to 100 computers costs US\$1,500. For more information and to download the product, visit www.Processor.com/GFI9.

GFIEndPointSecurity

Network-wide control of portable storage, media and consumer electronic devices



GFI EndPointSecurity Configuration

Configure which Active Directory groups are allowed or denied access



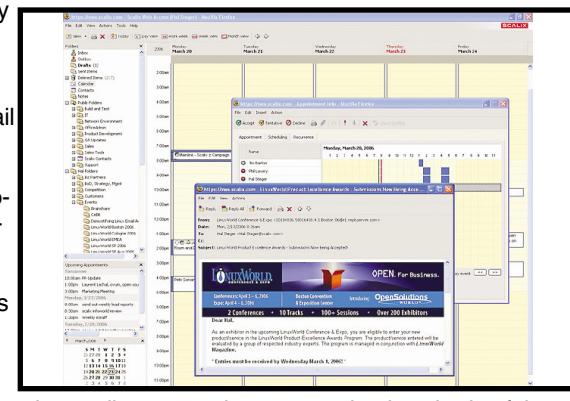
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Manufacturer Presentation

Software - Messaging & Groupware Advertisement

Extend the benefits of Linux to your email infrastructure.

Capitalizing on a proven technology foundation and the openness of Linux, Scalix gives enterprise customers a simple-to-manage, highly reliable, and feature-rich Linux email and calendaring platform. The Scalix platform represents a blend of proven enterprise-class technology and pioneering messaging innovations. HP OpenMail, which the company has licensed from Hewlett-Packard, serves as Scalix's robust enterprise-class foundation. Field-proven, these Linux email servers have been deployed by some of the world's largest and most-demanding enterprises supporting hundreds of thousands of users while reporting system availability above 99.99%.



Unmatched Scalability and Reliability

Based on open standards and a proven email server technology foundation, Scalix enables customers to create a robust and scalable environment that is flexible enough to adapt to their changing needs over time. The Scalix platform scales up to support organizations with hundreds of thousands of users and scales down for offices with fewer than 100 users, making it a viable alternative for a broad range of organizations.

Uncompromising Email Functionality

Business users have come to rely on advanced email and enterprise calendaring functionality for maximizing productivity and communications. The Scalix Clients of Choice Architecture supports virtually any email client and device, without loss of functionality or data integrity. This means full-function support for popular clients such as Microsoft Outlook, as well as the broad range of POP or IMAP clients available. Users can count on advanced features such as enterprise calendaring and scheduling with real-time free/busy lookup, contact and task management, public folders, rich text formatting, offline folder synchronization, secure delegate access to calendar and email, email rules, and more.

Unbelievable Savings

Scalix helps customers reduce costs in a number of areas: hardware, software, maintenance, migration, and support. These cost savings are achieved through scalability that enables server consolidation, high reliability, reduced complexity, administrative ease, and preservation of customers' existing investments in email-related applications and services. Customers can consolidate dozens, even hundreds, of departmental email servers down to a few low-cost Linux email servers, reducing the overall cost and complexity of their email infrastructure.

For a Free 60-Day Trial: www.Processor.com/Scalix



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ENDFORCE Enterprise allows enterprises to enforce security policies and gain control of their network.

ENDFORCE Enterprise is a software-based, vendor-neutral framework that protects enterprise networks from noncompliant or untrusted endpoints by enabling enterprises to enforce security policies and gain control of their network security. Leveraging the existing network, user store, and security software infrastructures, ENDFORCE Enterprise enables enterprises to:

- Centrally define security policies for endpoints
- Proactively assess compliance prior to network access and during the network session
- Report the state of compliance over time and systematically enforce compliance

This extensible solution allows enterprises to deploy a network access control solution today that provides comprehensive security policy management and enforcement, which extends the capabilities of Cisco NAC, Microsoft NAP and TCG/Trusted Network Connect architectures as they are developed.

Multiple enforcement options, used alone or in combination, provide enterprises with 100% network enforcement coverage.



Call Toll Free: (866) 777-2537
www.Processor.com/EndForce

Manufacturer Presentation

Software - Security Advertisement

Mobile Data Protection Solution*CREDANT Mobile Guardian 5.1 "Follows The Data" Across All Endpoints*

CREDANT extends policy-driven security management and controls across the entire mobile data lifecycle and supports Collaborative Mobile Data Security—an enterprise-hosted model that allows organizations to control security policies for data on mobile devices owned by business affiliates. By delivering a comprehensive solution that allows organizations to control and protect all mobile data with security that "follows the data" across all endpoints, CREDANT closes the security gaps created by mobility.

CREDANT Mobile Guardian provides comprehensive protection by mapping the Mobile Data Security Life Cycle to four key process elements: Detection, Protection, Management, and Support. This provides organizations with a strategic approach that enables them to protect data at all times and implement cost-effective compliance controls that adapt to changing business requirements. CREDANT's cross-platform policy enforcement ensures security "follows the data" across the broadest number of platforms managed from a single console. CREDANT Mobile Guardian delivers the only architecture that manages the entire Mobile Data Security Lifecycle. In version 5.1 of CREDANT Mobile Guardian, CREDANT strengthens security across the entire lifecycle with the following enhancements:

- Encryption of Removable Media – enforces the Intelligent Encryption of data moved to any removable storage device.
- Intelligent Encryption of Application Data – enforces the encryption of data created by business applications to protect against user error or malicious action that would leave data exposed.
- CREDANT 2go – enables employees to "point, click, encrypt" files for secure transfer via email, instant messaging, or other means.
- Out-of-the Box Support for Two-factor Authentication – supports industry-leading solutions including RSA SecurID for Windows, IBM Biometric Authentication, and Smartcards.
- Over-the-air Deployment, Activation, 'Data Kill', and Policy Updates –includes interoperability with third-party device management and synchronization providers, over-the-air activation and policy updates, and immediate, enforceable, "Data Kill."
- Expanded platform coverage – comprehensive platform support includes Windows Mobile 5 and the automatic detection and provisioning of Symbian devices.
- Enhanced Audit and Reporting – administrators can easily generate detailed reports on the use of mobile devices within the organization, quickly determine if notebook or handheld computers are secured and in compliance, and export the data to third party reporting tools.



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Software - Network & Systems Mgmt. Advertisement

Holistic Approach To Performance Mgmt.

IT managers require the effective, flexible tools that can provide the highest degree of visibility across the infrastructure. Today's network managers are no longer responsible for only bandwidth and connectivity issues but must take into account how the network impacts both applications and users. IT managers must bridge the integrity gap by creating a culture and organizational structure that reflects the strong interdependence between the network and applications.

Visual UpTime Select integrates the analysis of application performance with analysis of network performance so IT departments can take a holistic approach to network and application performance management. Visual's objective is to enable IT departments to measure the success in business terms based on the high performance of the mission-critical applications.

IT and network managers can improve network application integrity.

- Increase application availability by improving business performance with a detailed understanding of both the applications and network domains.
- Reduce operational costs by developing more efficient application performance management solutions and by not resorting to always having to add more bandwidth.
- Control potential problems by proactively accessing performance data from across the entire infrastructure to uncover unauthorized applications, bandwidth hogs, viruses, congestion areas, and trends.
- Optimize bandwidth by allocating the right amount of bandwidth to maintain application performance without exceeding budget limits.
- Optimize network application integrity by arming network managers with the enhanced tools they need to analyze network usage, troubleshoot application delivery, and ensure network application integrity.

For more information on Visual UpTime Select:

Visit www.Processor.com/Fluke4
Or call (301) 296-2333

**Manufacturer Presentation**

Software - Network & Systems Mgmt. Advertisement

Manage Network Resources With SWsoft's Datacenter Automation Suite

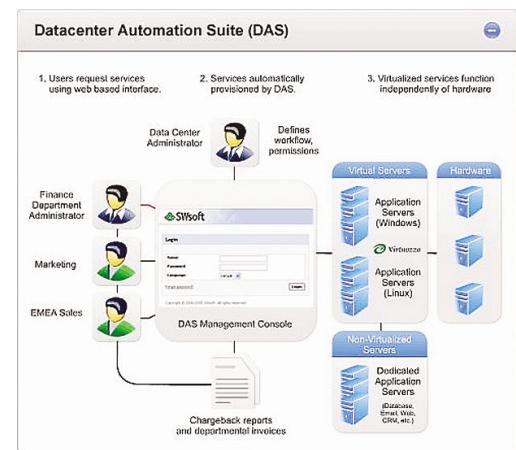
The Datacenter Automation Suite (DAS) is software that allows organizations to manage both virtualized and nonvirtualized servers through an easy-to-use Web console.

The DAS management console is a multilayer structure that enables administrators to assign specific permissions to departments and individual users according to the business rules of the organization.

Using DAS, enterprise data center managers can deliver services to departments, subsidiaries, and users much like an external supplier would.

Automated provisioning and departmental chargeback

DAS enables departments to order services through a custom-designed company portal. Requests are delivered immediately, 24 hours a day, 7 days per week. This allows enterprises to rapidly meet workload demands from a shared pool of available resources.



DAS tracks resource usage for all departments and users in the system. The system administrator can immediately be alerted if a department orders excessive numbers off virtual servers, disk space, or other resources. Enterprises have the option to place hard limits on the amount of resources that departments or individual users can consume. Information about system usage can be exported as needed.

For More Information, Visit
www.Processor.com/SWsoft2



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Software - Network & Systems Mgmt. Advertisement

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Manufacturer Presentation

Software - Network & Systems Mgmt. Advertisement

CNG-SAFE (Shared Access Filing Environment) Helps Improve User Productivity

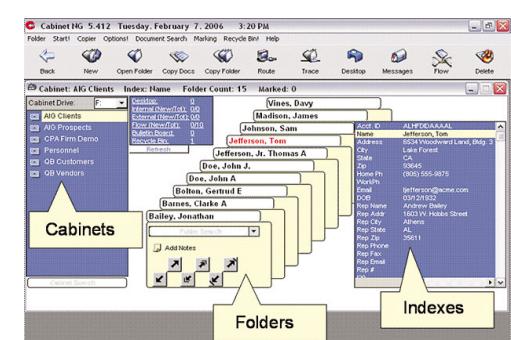
Cabinet NG helps SMBs/SMEs improve business efficiency, without complicating the current processes. Because "Paper Cuts Profit," Cabinet NG's CNG-SAFE document management software minimizes paper in key workflow intensive areas, including documentation, accounting, and compliance.

Documentation

In most industries, more than 80% of a company's information resides in unstructured (paper) and difficult-to-find documents. Fast access and control over business-critical documents is essential to minimizing costs and improving efficiencies. CNG SAFE provides the document management platform for electronic retrieval, routing, and archiving of these documents.

Accounting

The SMB/SME accounting function is continually challenged by paper grid-lock. CNG-SAFE turns AP/AR and other paper bottlenecks into efficient, streamlined electronic processes. This helps CPAs save time and reduce data entry and filing errors in a way that makes filing and finding documents quick and easy. For QuickBooks users, CNG-Books merges document filing/data entry into a single automated process and enables viewing documents directly from within QuickBooks.



Cabinet NG captures your processes electronically

Compliance

CNG-SAFE is a vital tool for companies striving to meet compliance requirements. Businesses today are under increasing regulatory pressure to secure and track their financial, personnel, and private customer information. CNG-SAFE offers a secure and effective way to manage information lifecycle requirements through retention classes, version control, and other critical compliance features.

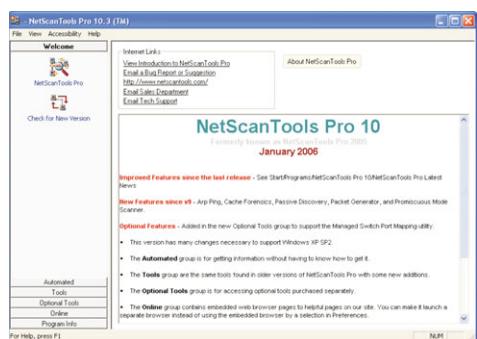
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Manufacturer Presentation*Software - Network & Systems Mgmt. Advertisement*

NetScanTools Pro is an ideal tool for the network security, administration, training, Internet forensics, and law enforcement fields.



NetScanTools Pro is an integrated collection of Internet information gathering utilities from Windows 2003/XP/2000. Research IP addresses, hostnames, domain names, email addresses, URLs--automatically or with manual tools.

Multiple Solutions in One Package

- Network Information Gathering, Reconnaissance and Discovery
- Security Testing: uses active and passive means to look for networked devices, exposed open ports, and network activity
- Training: assists students in understanding various network protocols, methods of remote information gathering, and how networked devices expose information

NetScanTools Pro Benefits

- Save time on gathering information
- Remove the guesswork from Internet investigation
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- Greatly enhances many commonly available network tools
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Free Demo Available!!!

**Manufacturer Presentation***Software - Security Advertisement***StoneGate Provides Firewall/VPN Security For IBM's zSeries**

StoneGate for IBM zSeries enables enterprises to protect their virtual servers and virtual networks with firewall and VPN technology to secure their data centers. It removes the need for external firewall servers between front- and back-end applications, saving costs in investment, administration, and maintenance. With StoneGate, multiple simultaneous firewalls can be supported in a virtual network environment while utilizing the unmatched scalability of a mainframe.

StoneGate for IBM zSeries is a software solution that is part of Stonesoft's suite of network security and business continuity solutions, which also includes a family of network security appliances. Other hardware environments supported by its software solution include IBM eServer, IBM iSeries servers, and xSeries Intel®-compatible servers.

StoneGate™ Security Platform unifies firewall, VPN, and IPS, blending network security, end-to-end availability, and award-winning load balancing into a unified and centrally managed system for distributed enterprises.

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Please call 1-888-TANGENT for additional information

Manufacturer Presentation*Services - Business Productivity Advertisement***Service Desk Suite**

The WhiteStone Service Desk (WSD) suite unifies Incident, Problem, Configuration (Asset), Change, and Service Level Management to provide the most fully functional and fully integrated service desk solution available today. Built on state-of-the-art, open-standard J2EE technology. No proprietary software or specialized skills are required. 100% Web-based application provides complete functionality to agents and end users with no client software.

WSD suite is designed as a whole, limiting duplication of data and architecture confusion from integrating separate products. WSD provides following integration with Tivoli products:

- Tivoli Enterprise Console – Bi-Directional
- Tivoli Remote Control and Tivoli Inventory
- CTI Integration, LDAP & Active Directory Integrations

.....
WSD was designed with the following ITIL concepts in mind:

Business Perspective

Enabling the Service Support organization and its customers to meet business goals.

Management of IT Services

Detailing proper management and organization of IT activities.

Delivery of IT Services

Providing IT services to meet the needs of users (including capacity and availability).

Support of IT Services

The implementation and proper organization of a Service Desk.

Management of IT Infrastructure

Managing the IT infrastructure (network systems management and systems management).

Please Visit: www.Processor.com/Whitestone-Northwind

Manufacturer Presentation

Services - Hosting & Disaster Recovery Advertisement

Hosting Services For Small To Midsized Enterprises

Hosting Options Now Include Servers With Dual-Core Processors

SoftLayer's proprietary management systems & service delivery methodology allows customers to add, modify or delete servers and services without service interruptions. With month-to-month contracts, no down payments, no credit checks, low monthly prices, and two hour deployment; SoftLayer delivers risk free technology. SoftLayer's hosting options include server grade dual-core processor technology from Intel and AMD coupled with industry leading operating systems and applications from Microsoft and Red Hat.

Introducing

The Future of Hosting...

Utilizing our network-within-the-network approach, leading-edge hardware, and our proprietary management portal, SoftLayer delivers next-generation virtual IT environments for the small to medium-sized enterprise.

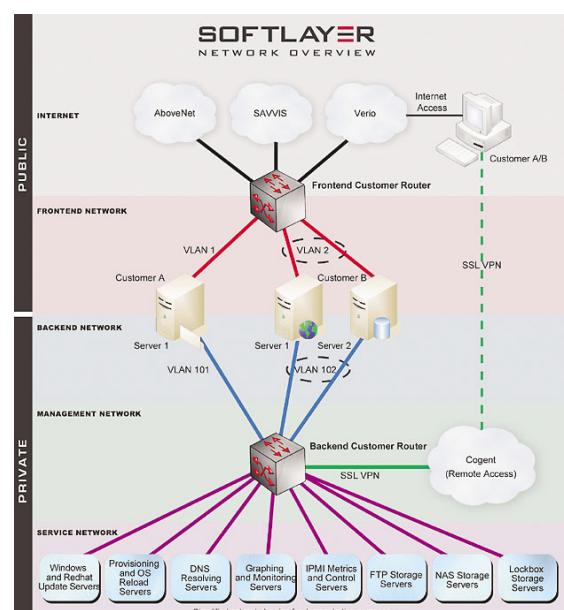
SoftLayer's hosting options now include **dual-core processor technology**. Unlike the virtual core technology of the past generation, dual-core chips have two physical cores on the same chip. Dual-core processor technology delivers more speed and more power than their previous counterparts while allowing businesses to reduce application costs based upon physical CPU count.

Pricing:

1 x Dual Core (Intel PD 820 / Opteron 165) - 1GB DDR400 - 1x250GB SATA II - 2000 GB\$159/mo
 2 x Single Core (Xeon 3.0GHz / Opteron 246) - 1GB DDR400 - 1x250GB SATA II - 2000GB\$229/mo
 2 x Dual Core (Xeon 2.8GHz / Opteron 270) - 2GB DDR400 - 2x250GB SATA II - 3000GB.....\$449/mo

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SOFTLAYER

(866) 398-7638

**Manufacturer Presentation**

Services - Messaging Advertisement

MessageOne's Email Management Services (EMS™) Provides A Total Solution For Email & BlackBerry Security, Recovery & Archiving

For most organizations, email is the most important business application. For senior IT executives, email management brings many risks: outages are common, security threats are everywhere, data loss windows are significant, legal and compliance requests are increasingly complex, and server and storage performance challenges continue to escalate.

That's why MessageOne developed EMS as the first managed service to protect against all of the key threats facing everyone who is responsible for managing email. EMS is a low-cost solution that ensures that ensures:

- Your users will always have access to email and BlackBerry services
- No messages will ever be lost
- Your mail will be secure, encrypted, and protected from spam and viruses
- You will be able to quickly restore lost mail after an outage
- You will be able to quickly meet legal and compliance-related email discovery requests

Learn why more than 1,000 companies and millions of users depend on MessageOne to protect their global mail environment. You'll see that EMS ensures total protection at the lowest cost with no administrative overhead and single-day global installation.

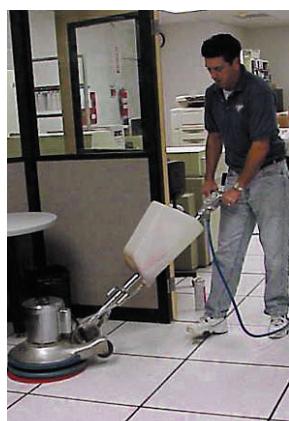
[Visit www.Processor.com/MessageOne to learn more!](http://www.Processor.com/MessageOne)

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Hosting/DR Site

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Introducing the Future of Hosting

Today, evolving technology is a fundamental tool for the businesses of tomorrow. Recognizing this growing need, SoftLayer Technologies has applied this evolution to the hosting industry. Utilizing our network-within-the-network approach, leading-edge hardware, and a proprietary management portal, we deliver next-generation virtual IT environments for the small- to medium-sized enterprise. With month-to-month contracts, no down payments, no credit checks, low monthly prices, and two-hour deployment, SoftLayer delivers enterprise-level solutions, risk-free.

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(Re)introducing Processor.com

Processor's dedication to the data center/IT industry extends far beyond this weekly print publication. Our Web site, www.processor.com, has a number of great features you can rely on to help simplify your technology and product research and buying decisions.

Processor Showcase

You should be familiar with the print edition of our Showcase advertising section—it's the section beginning on page 5 of this issue that displays dozens of products of interest to data center and IT professionals. Now there's an electronic counterpart with hundreds more products we can't fit in print.

If you know the specific manufacturer or advertiser you're looking for, click Browse By Advertiser. If you're looking to see if a solution exists, click one of the By Category links (either graphics-based or text-based) or the Word/Phrase Search link.

The Word/Phrase Search is the quickest route but choose your keywords wisely to ensure you get the best results.

If you choose the graphics-based browse option, you'll see instructions on how to use the browsing feature. Pass your cursor over one of the five color-coded categories near the top of the page (Physical Infrastructure, Communications, End Nodes, Software, or Services) then choose the category or subcategory you want and click it. A list of links appears in the left window; pass your cursor over the links, and the product ad displays in the right window. Once you've found a product of interest, click the red More link in the bottom right of the ad for more detailed information.

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When browsing the editorial archive, did you find an article that you want to be able to easily refer to later? Click the Add To My Personal Library link in the upper right of the article page (you must be logged in to Processor.com to see the link). You can enter a folder name and a brief note about the article for later reference.

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Link right to the two cover articles from the most recent issue, view the current issue's electronic table of contents with links to all articles, view the current issue as a PDF, or search past issues. When searching past issues, you can either perform a keyword search or see a list of all issues or all articles in the archive. Every article we've written is archived on the site, and most issues have a PDF version available.

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The screenshot shows the Processor.com homepage with a large banner for "PROCESSOR SHOWCASE". Below it, there are sections for "Cover Articles" featuring "Changing The Fabric Of Storage" and "Searchable Storage Means Better Governance". The main content area includes "Post a Free . . ." options for "For-Sale Listing" and "Want-To-Buy Message", and a "Dealer For-Sale Listings - Used, New, Refurbished" search interface where users can search by part number, manufacturer, or description.

Hosting/DR Site

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Switch and Data

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- Mail will be secure, encrypted, and protected from spam and viruses
- Quickly restore lost mail after an outage
- Quickly meet legal and compliance-related requests

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Multiple IT Services

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Beanstalk Networks brings advanced technology solutions to small and medium-sized businesses. Once the luxury of industry "giants," robust networking capabilities are now available to all businesses on an affordable scale thanks to Beanstalk's Internet-based networking and software hosting services.

Beanstalk Networks offers comprehensive technology services that range from software development and customization, network integration, server configuration and delivery, and remote managed services.

For more information, visit www.Processor.com/Beanstalk.

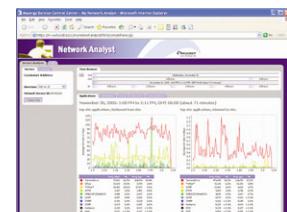


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Network & Systems Mgmt.

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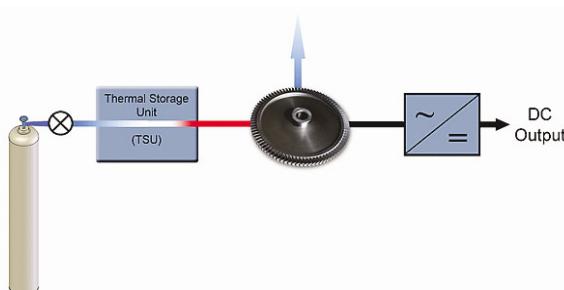
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Manufacturer Presentation**Physical - Power Protection Advertisement**

The **CoolAir DC** is the first minute-for-minute alternative to batteries for UPS and telecom applications. Active Power was the first company to market a family of viable battery-replacement products: the CleanSource DC and CleanSource UPS, which are based on flywheel technology. The flywheel products have proven rugged and reliable in a wide variety of applications, but their relatively short backup times (compared to batteries) have been perceived as a disadvantage at sites where a backup generator is not present.

The **CoolAir DC** is a completely new design that provides ruggedness, reliability, and long backup times. The new product connects to a typical UPS exactly like a battery cabinet and provides exactly the same functionality, but without the unreliable performance and environmental issues of lead-acid batteries.

How does it work? The **CoolAir DC** stores energy in the form of compressed air and heat. During a utility outage, the compressed air is routed through a Thermal Storage Unit (TSU) to acquire heat energy. The heated air spins a simple turbine/alternator to produce electric power. The **CoolAir DC** also contains a small, continuous-duty flywheel to support the critical load during the brief period required for the turbine to spin up the speed.



The system is competitive in cost and footprint to quality batteries. The new system will handle the same challenging range of ambient temperatures and step-loads as the flywheel-based products. Unlike flywheels, however, a single **CoolAir DC** module can provide up to 15 minutes of backup power under full load. For lighter loads, **CoolAir DC** can be configured to provide hours of backup power.



Contact: 512-836-6464
www.Processor.com/ActivePower2

Managed Security Services

www.Processor.com/NetWolves

NetWolves' network continuity and security services reduce the time and resources an enterprise requires to deploy and maintain a secure data network.

Unlike other network security products on the market that can be difficult to install and configure, NetWolves offers a comprehensive all-in-one solution with a common Web-based interface that bridges the gap between protection and ease-of-use. Depending on your company's particular network security policies, you may decide to implement some or all of the security services offered by NetWolves. All services are fully compatible, so you can decide to upgrade at any time to take advantage of additional features. NetWolves' security services are managed and monitored by our patent-pending SRM2 remote system, which assures maximum network protection.



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Tampa, FL 33634
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Fax: (813) 286-8744

Data Backup Services

www.Processor.com/eBiz

We offer a Remote Backup solution that ensures the data on your servers and workstations, even mobile laptops, is backed up and secure. At affordable rates, we can run daily backups and store them offsite in Philadelphia, using your existing network. There is no need to purchase tapes, to remember to swap cartridges for backup, or to rely on someone to transport the tapes to a secure storage facility; our solution requires no interaction from you. You can back up data from one location and then begin restoring it to another location, making large data moves a fast and efficient process. Remote Backup is automated, always live, nonintrusive, inexpensive, encrypted, and compressed. And it's one less thing for you to worry about.

To Learn More, Visit
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Fax: (586) 461-0507



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Manufacturer Presentation**Physical - HVAC Advertisement****Ceiling-Mounted Spot-Cooling Solution**

The CM12, a new ceiling-mounted packaged air conditioner, adds a space-saving, quick, and easy spot-cooling solution to MovinCool's award-winning lineup of portable workplace air conditioning products. Often the main roadblock to the efficient cooling of cramped server telecom and equipment rooms is the lack of floor space to accommodate a roll-in portable spot cooler. MovinCool has solved this problem with the CM12, a lightweight, space-saving, easy-to-install ceiling-mounted unit.



The CM12 has a wide operating range of 60° to 95°F on the evaporator and 60° to 113°F on the condenser. Built-in 10" supply and return air flanges with 2.7" flange depth enable easy duct installation, improved air circulation, and more efficient cooling.

Warning signals and audible alarms for condensation overflow and unscheduled shutdown are built-in and can be wired to a central location. Standard internal pump is included.

In addition to the CM12, MovinCool offers the Office Pro lineup, a seamless series of portable spot-cooling solutions that will fit any requirement. MovinCool portable spot-cooling solutions offer more units, more power, more protection, more affordability, and higher cooling capacities than most comparable portable air conditioners up to 60,000 BTU/h.

Companies looking for additional information and advice on portable spot cooling and the MovinCool lineup of air conditioning units can visit the MovinCool Web site at www.Processor.com/MovinCool or contact the company by phone.

MOVINCOOL
THE #1 SPOT COOLING SOLUTION

Phone: (800) 264-9573
Fax: (310) 835-8724

Manufacturer Presentation**Physical - Cabling Advertisement****Preterminated Network Cabling****RAPIDNET PRETERMINATED NETWORK CABLING SYSTEM**
Category 6 and Fiber System Reduces Installation Time by More than 75%

Installing or upgrading your network has never been easier. RapidNet is a preterminated "plug and play" system that does not require onsite termination or certification testing. This dramatically reduces installation time—proven results show labor savings of more than 75%. Quality and performance are never compromised because each individual link is terminated and tested by HellermannTyton before being delivered to the site.

RapidNet is offered in high-performance Category 6 and fiber solutions ideal for many mission-critical data centers, enterprise data centers, storage area networks, and for disaster recovery and redundancy planning.

RapidNet's patented cassettes and modular, 19-inch panel make installation extremely quick. Each prelabeled cassette snaps easily into the modular panel. Removal of the cassette is just as easy—simply slide the latch forward and the cassette can be removed. HellermannTyton guarantees dependable installation and maximum performance of RapidNet with the 25-year Network Sciences warranty.

As one user says, "It took two of us only 20 minutes to install 24 lines of RapidNet, including carrying up the hardware, and that was the first time we'd ever installed it. It's amazing to think that we actually had some equipment up and live within 20 minutes."

www.Processor.com/HT

7940 N Faulkner Road
Milwaukee, WI 53224
Phone: (800) 822-4352

HellermannTyton

Manufacturer Presentation

Physical - Racks & Furniture Advertisement

Innovative Wallmount Rack*Perfect Space-Saving Option For Deeper Servers*

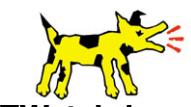
This unique 19" wallmount rack provides a generous 30" or 23" useable depth and has universal rack rails. It's available in 4U, 6U, and 8U and is perfect for IBM, Dell, Compaq, HP, and other rackmount servers.

- Rack allows mounting of equipment in a vertical "knobs up" fashion (**visualize a pendaflex hanging folder**)
- Equipment mounts to backpan for even weight distribution
- Hinged top cover allows user access to controls
- Hinged body allows installer access to connections
- Top cover and body keyed separately
- Rack backpan includes venting and optional fan mounting with grills
- Room for D-ring cable managers
- 150 lb. weight capacity
- Satisfaction guaranteed

GSA Schedule #GS-35F-0208Rwww.Processor.com/RackmountSolutions19
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Phone: (805) 383-1500Camarillo, CA 93012
Fax: (805) 383-1595**MiniGoose \$199****Weather Goose \$399**

- Web-accessed
- Humidity
- Door Position
- SNMP

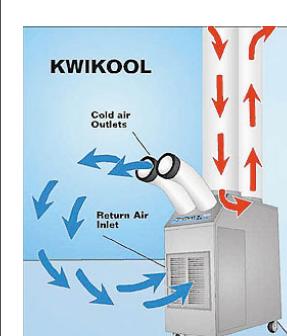
- Temperature
- Air Flow
- Power
- Alerts

12885 Research Blvd.
Austin, TX 78750
Phone: (512) 257-1462**Flooring**www.Processor.com/AccessFloors

Save Money: Refurbish Your Raised Floor Panels!
We will turn your broken & worn access floors into "virtually new" floor panels. In a "Mobile Ops" unit delivered to your facility, technicians remove a small number of panels from your floor, replacing with spares. The panel is stripped of the old surface, cleaned, and relaminated with a finish to match the existing or any of the latest technical floor finishes.

Access Floors OnSite295 Seven Farms Drive
Phone: (888) 605-6061

Charleston, SC 29492

HVACwww.Processor.com/PortableCooling

With Kwikool Portable Air Conditioners, your temperature will be droppingfast! With an operating range of 60°F-110°F, you can be assured that you will be cool anywhere.....anytime. Our I/O Integral Condenser is to portable air conditioners like the jet engine is to airplanes. Why have just a spot cooler when you can have a true portable air conditioner. This makes our units perfect for computer room air conditioners.

Cooling
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Phone: (800) 444-1938
Fax: (562) 596-3361**Manufacturer Presentation**

Physical - Power Management Advertisement

High-Density Rackmount Power Distribution

Designed for high-density, mission-critical server applications, the MT3 Series provides maximum power for both standard and blade servers. Employing multiple configurations, the Easy-Read™ digital ammeter, rPower™ RS232 remote power management and clearly labeled circuits, MT3 assures easy management and monitoring for current requirements and future expansion.

Viewed as one of the largest product portfolios ever released in North America, the MT3 Series is composed of more than 200 products that can be configured to power both standard and blade servers.

"Shipments of the first MT3 units represent a significant step forward for Aphel and our customers," says Kevin Macomber, vice president of business development. "Since its development, we have seen huge interest, particularly from our customers who face difficulties powering their high-density servers."

**MT3 Series**

MT3 provides total power ranging from 5,000 to 8,600 Watts, as well as optional metering or remote monitoring (RS232) capability. It uses the patent-pending rPower™, and users can read the high-resolution color display from as far as 12 feet or through the enclosure door perforation. rPower™ improves installation flexibility as it can be connected to traditional console port switches. Because of its capability to support so many servers, MT3 greatly simplifies and reduces the cost of rack-mount power management.

For More Information, Visit www.Processor.com/Aphel2
Aphel
connect your world

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Environmental Monitoringwww.Processor.com/Geist**RacSense**

Power Distribution + Power & Environmental Monitoring In a Standalone Unit



Internal Environmental Sensors: Temperature, Humidity, Airflow, Sound Level & Light Level

- A Four RJ11 Jacks - Connect up to 16 Remote Sensors per RSM unit
- B Three I/O Ports, 0-5 vdc analog or contact closure
- C Ethernet Connection Jack
- D Remote Display Connection Jack

GEIST
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Fax: (402) 474-4369**Environmental Monitoring**www.Processor.com/ISC2**Extend Your Equipment Life**

The Thermostatic Fan Control extends both equipment & fan life by varying the fan speed based upon temperature. The fan control has three temperature ranges (80°-90°, 85°-95°, 90°-100°) and can be set to operate the fan speed either proportional to temperature, or to come on full speed when temperature threshold has been reached. The fan control can be mounted to rackrail brackets or any flat surface.

www.Processor.com/ISC2**ISC**

Information Support Concepts, INC

714 N. Watson Road, Suite 302
Phone: (800) 458-6255Arlington, TX 76011
Fax: (817) 649-1770**Environmental Monitoring**www.Processor.com/ITWatchdogs2**MiniGoose \$199****Weather Goose \$399**

- Web-accessed
- Humidity
- Door Position
- SNMP

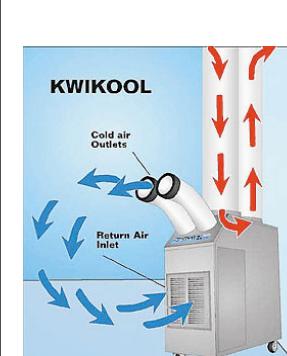
- Temperature
- Air Flow
- Power
- Alerts

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We will turn your broken & worn access floors into "virtually new" floor panels. In a "Mobile Ops" unit delivered to your facility, technicians remove a small number of panels from your floor, replacing with spares. The panel is stripped of the old surface, cleaned, and relaminated with a finish to match the existing or any of the latest technical floor finishes.

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With Kwikool Portable Air Conditioners, your temperature will be droppingfast! With an operating range of 60°F-110°F, you can be assured that you will be cool anywhere.....anytime. Our I/O Integral Condenser is to portable air conditioners like the jet engine is to airplanes. Why have just a spot cooler when you can have a true portable air conditioner. This makes our units perfect for computer room air conditioners.

Cooling
solutions
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Los Alamitos, CA 90720
Phone: (800) 444-1938
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Manufacturer Presentation

Physical - Storage & Transport Advertisement

Protection For Transportation Of Hard Drives

Perm-A-Store now provides Turtle Cases for popular Hard Drive configurations

- Enclosed external drives for PC applications
- Hot-swappable drives (with/without tray) for Server applications

As hard drives become more portable, users are looking for safe and efficient ways to transport and store drives with live data. These specialized cases are made of high-density polyethylene, a rugged, lightweight material that provides excellent impact protection. All Turtle cases are available with optional brass padlocks, which may be keyed alike at no extra cost.

These new Turtle hard drive cases are available in several configurations:

- One or two precut slot(s), manufactured to the exact dimensions of the unit to be transported
- Customizable configuration for one or two drives - employs pluckable dense foam cubes that can be removed to securely fit drives of various sizes.
- The configuration shown on the right of the photo above is 10 drives placed in pre-cut foam slots in a rugged, two-handle case with 6 butterfly latches.

Turtle cases were introduced in 1988 and have become the media transport standard because they deliver protection against impact, debris and temperature and humidity extremes.

Turtle Cases are also available for all tape formats (LTO, DLT/SDLT, 3590, 3592, 9840/9940, 8mm, AIT, VXA 4mm as well as CD/DVD and optical media). Various capacities and colors by format.

Turtle brand transport and storage cases are recommended by media manufacturers Imation, IBM and Sun/StorageTek because they provide specialized protection for data media.

Perm-A-Store
6325 Sandburg Road
763.230.3911 Worldwide
800.366.7535 USA

www.processor.com/Turtle

**Manufacturer Presentation**

Physical - Racks & Furniture Advertisement

Secure, Fully Powered Notebook Cabinet

Holds Up To 18 Notebook Computers

The Secure Laptop/Notebook Cabinet (SLNC) fully powered cabinet is designed to house up to 18 laptops/notebooks with internal power bars for charging. This new secure cabinet protects your laptop as well as your information.

With laptop theft on the rise all across the country, this unique innovation secures laptops and keeps them fully powered by charging them when in the cabinet. The unit even has a network capability for Internet updates while secured.

These cabinets come with a two-piece all-steel tambour door, a lock with two keys, and a power bar for keeping each laptop fully charged. For extra protection, a security locking bar can be added that will accept a padlock.

Each private drawer has two private compartments with separate lock numbers and keys as well as its own power outlet with room for the power pack and other accessories. Bin drawers are also available for storing laptop bags and spare parts.

Universities, hospitals, government agencies, police departments, classrooms, and any number of institutions with employees or students that check out laptops for use during the day now have a secure environment to store the equipment when not in use. Better yet, it will fully recharge the unit and even update information, if so configured by the customer.

Secure Laptop/Notebook CabinetVisit www.Processor.com/ISC3 For More Information!

Phone: (800) 458-6255

HVAC

www.Processor.com/Atlas

Portable Air Conditioning**Ideal For:**

- Server Rooms
- Electronic Equipment
- Primary, Supplemental, or Emergency Cooling

Featuring:

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- Installs in Minutes
- Locations Nationwide

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HVAC

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1/2 RACK=12" Wide=30KW
In-Row Cooling Technology**

Introducing the New Standard in High-Density Cooling. It changes all the rules. This sets a new paradigm for cooling in data centers. Only 1/2 rack wide, it uses 1 foot of row space (no side clearance required) and can cool up to 30KW (100,000 BTUs, 8.5 tons). Use one to solve a hot spot or multiple units to cool your entire data center.

Network Services
North American Access Technologies, Inc.

Phone: (800) 392-3299

Hawthorne, NY 10532
Phone: (914) 747-9705**Power Distribution**

www.Processor.com/ServerTechnology2



- Dual power feeds in one enclosure
- Group outlet control for up to 4 power circuits
- Remote reboot via IP
- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing



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Power Distribution

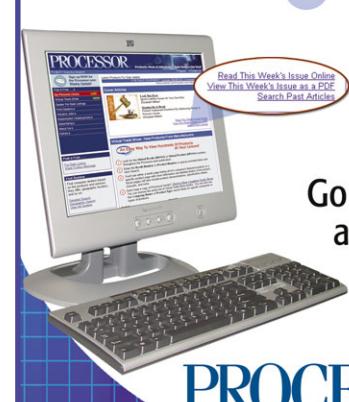
www.Processor.com/ServerTechnology

- Remote Reboot via IP
- Secure HTML GUI, SNMP, RS-232 access
- 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing
- Link to a second tower for group outlet control

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Power Management

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- Remote Power Management & Pass-Through Console Port Access
- 4 Pass-Through ports for console management of serial devices
- 4 power outlet receptacles
- Secure in-band or out-of-band communications
- Field-Replaceable internal Global Secure Modem



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Manufacturer Presentation

Physical - Power Management Advertisement

The Smart Solution For Intelligent Power Management**Dualcom™ Plus Features:**

- A **Cyber Breaker®** for each outlet
- Monitor current on each outlet
- Turn each outlet on/off
- Schedule outlets on/off
- Web, Telnet, and SNMP management
- Manage users
- Login/password security
- Event logging
- Give outlets descriptive names
- Programmable stagger on/off times
- Over/Under current warnings
- Intuitive user interface

CYBER SWITCHING®
www.Processor.com/CyberSwitching
(888) 311-6277

With the growing power needs of data centers and the move to lights-out automation, close attention must be paid to the distribution of current from the branch circuit to the various equipment in the Rack. For example, we now have redundant power supplies, blade servers, pizza boxes, and terabyte storage networks all consuming a portion of the precious current available.

The individual current monitoring provided by the Dualcom™ Plus product, an intelligent PDU, allows Cyber Switching to provide supplemental circuit breaker protection on an individual outlet basis.

Protect your existing equipment by setting unused outlets to trip when a minimum current is drawn. Prevent someone from accidentally plugging in a device that would trip the branch circuit.

Simply set the current limit and time delay and CyberBreaker® protects against losing the whole rack. Only the outlet with the current that goes over the preset limit will trip, protecting your IT investment.

Are Cyber Breaker PDUs available?

Cyber Switching Inc. is the only manufacturer to offer a PDU product that monitors current on each outlet in the PDU. The Dualcom product line offered by Cyber Switching incorporates a current transformer in each outlet and constantly monitors the current in that outlet. It also can turn on and off each outlet separately. The current monitoring feature and the outlet switching capability have been available since the first Dualcoms were produced. Cyber Switching was able to make use of these by adding another feature in the Dualcom Plus that allows the user to set circuit breaker parameters. The Dualcom Plus uses these parameters to realize circuit breaker behavior on each outlet.

What is the cost of downtime? It will vary for different applications and only you can decide what it's worth to have tools that limit your exposure having down equipment.

The Dualcom Plus lets you have a circuit breaker in each individual outlet. The benefit is you can take steps to avoid costly downtime in your network infrastructure. By setting limits on the current from each outlet, catastrophic equipment rack failures are less likely to occur.

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Power Management
www.Processor.com/BayTech**8 Receptacle Power Control and Monitoring**

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Displays Power Monitoring Information
- RS232 interface, 120/208VAC 10,20,30A Models
- Turn On, Off, or Reboot any or All Receptacles



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www.Processor.com/BayTech3**24 Receptacle Remote Power Monitoring & Distribution**

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Display
- RS232 Interface 120/208VAC 10,20,30A Models
- Power Distribution and Monitoring In One Unit



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Power Management
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IPS-800-D20
Remote Power Switch

- Dual Bus 20 Amp Inputs
 - Web Browser Access
 - RS-232 Console Port
 - Power-up Sequencing
 - 120VAC Models NEMA 5-15 Outlets
 - 208/230 VAC Models IEC-C13 Outlets
 - Accepts Standard C-19 to L5/6-20P Cords
- \$695**



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Power Management
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- Monitor and manage current consumption at EACH outlet
- TCP/IP or RS-232
- SNMP management
- Login/password security
- Intuitive user interface

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San Jose, CA 95112
Fax: (408) 975-0941

Power Management
www.Processor.com/Pulizzi4

IPC 3402-2756 - NEW High Current 30 Amp Intelligent Power Controller - Rugged, industrial grade, 19" rack-mounted unit only 1U (1.75") in height & comes network ready w/ built-in Ethernet port & RS-232 support for dial-up. Unique design allows for primary communications thru a network & allows for a redundant dial-up connection at the same time. Features detachable mounting brackets.



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Santa Ana, CA 92704
Fax: (605) 334-4999

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- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Display
- RS232 Interface 120/208VAC 10,20,30A Models
- Power Distribution and Monitoring In One Unit



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Long Beach, MS 39560
Phone: (800) 523-2702
Fax: (228) 563-7335

Power Management
www.Processor.com/Aphel

The rPower RS232-enabled meter features an eight-channel, auto-scrolling capability and provides remote monitoring for 20-60 Amp (125 / 208 Volt) rackmount enclosure power solutions. rPower also has a high-res color display that can be viewed from as far away as 12 feet. In addition, the device connects to traditional console port switches and can be managed simultaneously with other RS232-based devices.



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Hubbardston, MA 01452
Phone: (978) 928-1488

Power Management
www.Processor.com/Aphel**New MT3 Series!**
Vertical PDUs Ranging From 5,000 to 8,600 Watts

- Designed for standard and blade servers
- 30A/208V, 20A/3 Phase, 30A/3 Phase options
- NEMA and/or IEC outlets
- Optional metering or remote monitoring (RS232)
- Connect to traditional console port switches
- UL60950-1 compliant (UL489 breakers)

RESELLERS WANTED!

Phone: (978) 928-1488

**Power Management**
www.Processor.com/WTI

IPS-800-D20
Remote Power Switch

- Dual Bus 20 Amp Inputs
- Web Browser Access
- RS-232 Console Port
- Power-up Sequencing
- 120VAC Models NEMA 5-15 Outlets
- 208/230 VAC Models IEC-C13 Outlets
- Accepts Standard C-19 to L5/6-20P Cords

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www.Processor.com/Pulizzi2**PC 975 Series - 2U Mounted**

- 30A, 3-phase, 120/208V ~ WYE
- 120V NEMA 5-20R and 208V NEMA L6-20R outlets are standard L5-30R and L21-30R outlet versions available
- EMI/RFI Filtering, Surge suppression
- Remote on/off and EPO control
- Multiple Time Delay™ power up between phases



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3200 S. Susan Street
Phone: (877) PULIZZI (785-4994)

Santa Ana, CA 92704-6839
Fax: (605) 334-4999

Network Power Switches

Control Power on Any AC Powered Device ...
Via Web Browser, Telnet, Modem or Local Terminal

Servers, routers and other electronic equipment occasionally "lock-up", often requiring a service call to a remote site just to flip the power switch to perform a simple reboot. With WTI's Remote Power Switches, you can perform reboot and On/Off control from anywhere!

- Web Browser Access for Easy Setup and Operation
- Vertical or Horizontal Zero U Space Mounting Options
- Dual 15 or 20 Amp Power Circuits
- Switch up to 8,320 Watts
- 120 VAC Models - NEMA 5-15R Outlets
- 208/230 VAC Models - IEC320-C13 Outlets
- Up to Sixteen (16) Individual Outlets
- Power-Up Sequencing
- RS232 Modem/Console Port
- Accepts Standard C-19 to L5/6-20P Power Cords



IPS-800



IPS-1600



Dual Power Inputs

www.wti.com

Yes, We are Customer Friendly!

- ✓ Two Year Warranty
- ✓ We Stock for Same Day Shipment
- ✓ 30 Day Return Policy
- ✓ Call or Email for an Online Demo



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Power Protection

www.Processor.com/Pulizzi3



TPC 4100 Series 3-Phase Power Distribution

- 0U or 1U mounted - 20A or 30A input, 3-phase, 120/208VAC WYE - 16A or 24A output
- UL498 Listed Main Disconnect Breakers
- (12) NEMA outlets, (4) per phase
- Attached 15' cable w/ either NEMA L21-20P or L12-30P
- EMI/RFI filtering, surge suppression



PULIZZI® ENGINEERING, INC.

3200 South Susan Street
Phone: (877) PULIZZI (785-4994)

Santa Ana, CA 92704-6839
Fax: (605) 334-4999

Power Protection

www.Processor.com/ServerTechnology4



- Provide redundant power to single-power supply servers
- Auto-switches to a secondary power source if the primary becomes unavailable
- Universal voltage: 120V or 208-240V
- Primary select switch to designate the primary & secondary power feeds
- LED lights indicate which power source is in use



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Manufacturer Presentation

Communications - Security Advertisement

The Best Defense Against Application Threats

Next-Generation Web Application Security

WebDefend is a next-generation Internet security appliance that provides comprehensive Web application protection to resolve information security challenges such as identity theft, information leakage, regulatory compliance, and insecure coded applications.

Designed to meet the security requirements inherent in Web applications, WebDefend fills the holes in network-level security by providing customized, behavior-based app security.



WebDefend's unique architecture allows for a central point of intelligence with flexible, distributed prevention, allowing organizations to leverage investments in existing inline network devices. As a noninline Internet security appliance, WebDefend is easy to deploy, does not introduce network latency, and can not negatively impact production network traffic.

WebDefend Benefits

- Protects privileged information, trade secrets, intellectual property
- Dynamically generates and automatically maintains application security profiles
- Uncovers SSL-encrypted threats
- Provides distributed prevention with its Distributed Detect Prevention Architecture (DDPA)
- Detects outbound as well as inbound threat anomalies with ExitControl™ technology
- Provides intuitive GUI and detailed event analysis through the WebDefend Console
- Provides application security against known and unknown Web threats
- Delivers detailed and summary reports for security, compliance, and audit needs

Professional organized criminals are now targeting the theft of valuable data connected to Web browsers. WebDefend's unique combination of automated, comprehensive threat management and flexible threat prevention meets the demands of today's organizations for strong, yet manageable application security.

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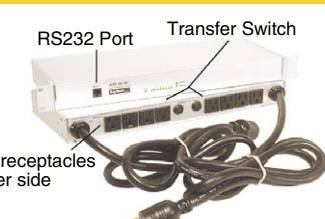
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- Offering of power mgmt. software for data integrity

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Manufacturer Presentation**Physical - Cable Distribution Advertisement****Belden IBDN End-to-End Cable Management**

Belden CDT Networking, a global leader in the design, manufacture, and marketing of a wide range of cabling and connectivity solutions for the networking marketplace, has a new line of Belden IBDN Cable Management Solutions. As one of the largest structured cabling system suppliers in the industry, Belden CDT Networking has leveraged its resources to enable end-to-end, integrated cable management and maintenance. Belden IBDN cable management components are available for every kind of commercial network installation, including data centers, riser systems, telecommunications closets, horizontal wiring, and workstations in single buildings or campus networks.

The new product line includes:

- **Enclosures and Racks.** Floor and wallmount enclosures and racks are available in a variety of standard and custom designs. The line also includes numerous mounting, cable, and patch cord management options and accessories. www.Processor.com/Belden2
- **Cable Ties.** Belden IBDN Cable Ties come in a complete range of sizes for varying load capacities and are available in standard or weather-resistant nylon and Velcro®. www.Processor.com/Belden3
- **Surface Raceways.** The Belden IBDN Surface Raceway System, which provides a functional, affordable solution for wire enclosure applications, includes extruded raceways with preapplied adhesive backings, plus a variety of fittings and junction boxes. www.Processor.com/Belden4

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Belden CDT

Racks & Cabinetswww.Processor.com/Hergo3**Hergo iRack Relay Rack
4 Post 19" Relay Rack**

- Vertical Mounting Space: 12U, 26U, 42U
- Offered in 3 Depths: 24", 30", 36" Deep
- 4 Heavy-Duty Steel Uprights
- 4 Gliders
- Ships Knock-Down
- Easy to Assemble

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**Racks & Cabinets**www.Processor.com/ISC3

The **Secure Laptop/Notebook Cabinet (SLNC)** fully powered cabinet is designed to house up to 18 laptops/notebooks with internal power bars for charging. The unit even has a network capability for Internet updates while secured. These cabinets come with a two-piece all-steel tambour door, a lock with two keys, and a power bar for keeping each laptop fully charged. For More Information, Visit: www.Processor.com/ISC3

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Racks & Cabinetswww.Processor.com/ISC5**Low Profile
19" Server Cabinet**

- Available in variety of sizes: 6U, 9U, 12U, 15U, or 18U
- Cabinet depth choice of 32"D or 39"D
- Quick-release reversible hinged doors
- Universal rack rails fit all major brand servers
- Vented top and bottom panel with cable plate
- Leveling feet

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Racks & Cabinetswww.Processor.com/RackmountSolutions19

This unique 19" wallmount rack provides a generous 30" or 23" useable depth and has **universal rack rails**. It's available in 4U, 6U, and 8U and is perfect for IBM, Dell, Compaq, HP, and other rackmount servers. This rack allows mounting of equipment in a vertical "knobs up" fashion (visualize a pendaflex hanging folder). The equipment mounts to the backpan for even weight distribution.

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**Manufacturer Presentation****Physical - Racks & Furniture Advertisement****CPI's TeraFrame™ Cabinet System:
Infinite Configurability Without Infinite Waiting**

Chatsworth Product Inc.'s new TeraFrame Cabinet System is infinitely configurable and can be personalized to meet specific data center needs, arriving ready to install in five days*. Available in three different widths (600, 700 and 800 mm), 12 heights and 17 depths, choose from 612 standard sizes to configure a customized solution.

Designed to solve thermal issues in the data center and lessen the need for expensive cooling equipment, the TeraFrame Cabinet offers advanced thermal control with no single point of failure, thus delivering a Tier 4 solution for high-density applications and protecting expensive computer equipment. Choose from a variety of options and accessories to achieve maximum cooling.

CPI's Snap-In Filler Panels block airflow through open rackmount space, keeping hot air in the rear of the cabinet. You can secure filler panels to the square-punched equipment mounting rails of the TeraFrame by snapping them into place, eliminating the possibility of misplacing hardware. When used together with the Air Dam Kit, airflow is blocked around the top, bottom and sides, directing cool air to equipment.

Select from up to 612 sizes to create a custom cabinet that arrives ready to install in only five days. CPI's TeraFrame Cabinet System gives you the ability to personalize cabinets by configuring the options and accessories that work best for your data center without the long lead times associated with customized products. Designed specifically to solve thermal issues in your data center and lessen the need for expensive cooling equipment, the TeraFrame offers new patent-pending thermal control with no single point of failure. TeraFrame cable management keeps network and power cables separate, controls power cord slack and supports multiple power strips or PDUs for full power redundancy.

Chatsworth Products Inc. (CPI) is a leading manufacturer of systems designed to organize, store and secure IT infrastructure equipment.

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For More Information:

www.Processor.com/Chatsworth

(800) 834-4969

Racks & Cabinetswww.Processor.com/ISC4**4-Post Server Rack
19" or 23" EIA Rack Rails**

- Expandable Depth From 27"D to 45"D
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- 40U, 44U, 48U Sizes
- Black Powder Coat Finish

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- Quick-release reversible hinged doors
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- Vented top and bottom panel with cable plate
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This unique 19" wallmount rack provides a generous 30" or 23" useable depth and has **universal rack rails**. It's available in 4U, 6U, and 8U and is perfect for IBM, Dell, Compaq, HP, and other rackmount servers. This rack allows mounting of equipment in a vertical "knobs up" fashion (visualize a pendaflex hanging folder). The equipment mounts to the backpan for even weight distribution.

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Manufacturer Presentation

Communication - Telephony Advertisement

Digital Enhanced Cordless Telecommunications

The SpectraLink Dect System offers a cost-effective solution for small and medium-sized businesses looking to improve productivity, responsiveness, and mobility in the workplace.

The SpectraLink Dect System consists of three components: Wireless Servers, Base Stations, and Wireless Telephones. The Wireless Servers provide integration with most enterprise telephone systems and are scalable from a handful to hundreds of users. The Dect Base Stations and Repeaters enable easy deployment for wireless coverage throughout any enterprise environment.

Handset options include three different models, all operating in the 1920 - 1930 MHz unlicensed PCS (UPCS) spectrum.

- The SpectraLink Dect 3040 Wireless Telephone includes an 800-number directory, talk/standby time of 16/150 hours, and SMS functionality.
- The SpectraLink Dect 4020 Wireless Telephone is a high-value, cost-effective handset with the durability and dependability required for more rugged work environments.
- The SpectraLink Dect 4040 Wireless Telephone is the most durable of the handsets, offering protection against dust and splashing water (IP 54).

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Manufacturer Presentation

Communications - Security Advertisement

D-Link® NetDefend™ Unified Threat Management Solutions for SMBs

- Unified Threat Management
- Enterprise-Level Protection
- Secure Remote Access
- Compatible with Check Point Security Services



DFL-CP310

The new NetDefend security appliances from D-Link are specifically designed for small and medium businesses (SMBs) and offer affordable and easily administered unified threat management (UTM) protection against potential disastrous and costly attacks to the office network.

The D-Link NetDefend DFL-CPG310 (Wireless) and DFL-CP310 (Ethernet 10/100) deliver enterprise-level UTM features in a single device powered by Check Point's advanced Embedded NGXTM with Application Intelligence™ technology and market-leading Firewall-1™ and VPN-1™ software. The inclusion of Check Point's software provides SMB users with complete UTM protection from Internet and network-based threats.

The feature-rich NetDefend secured by Check Point devices are designed to ensure maximum efficiency and security of network bandwidth and allow proper usage of Internet resources, such as instant messaging, peer-to-peer (P2P) file sharing, and File Transfer Protocol (FTP). In addition, D-Link's newest SMB security devices provide protection to all PCs on the network by blocking viruses at the gateway, before they enter the network.

The NetDefend devices also make it easier for company employees to securely access the office network from remote locations using the VPN capabilities. They also allow for business expansion as VPN usage increases.

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ALTHOUGH MOST enterprises have adopted adapters of network doesn't mean that they have a bigger competitor. IBM has the most robust storage.

The big problem is that SANs have large amounts of memory to maintain the integrity of thousands of users. But the problem is that companies are scaling down their business. But the don't offer the same as the most reliable

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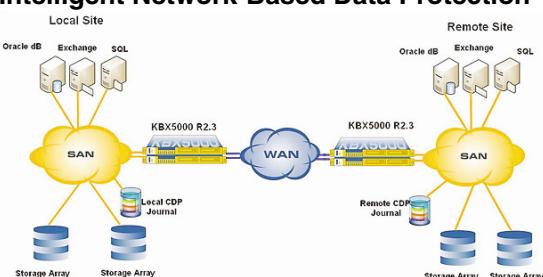
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Manufacturer Presentation

Communications - Storage Networking Advertisement

Kashya KBX5000 Data Protection Platform

The KBX5000 Data Protection Platform is a comprehensive solution for the entire data center, providing local CDP (continuous data protection) and CRR (continuous remote replication). The KBX5000 protects companies from data loss caused by common problems such as server failures, data corruption, software errors, viruses, and end-user errors, while also protecting against catastrophic events that can bring entire data centers to a standstill. KBX5000 customers have realized dramatic cost savings by eliminating complex, nonperforming data protection schemes and deploying a single, easy-to-manage solution. The KBX5000 supports intelligent application bookmarks, instantaneous recovery, and bidirectional local and remote replication to provide true any-point-in-time protection. With support for heterogeneous storage, hosts, networks, or SANs, the KBX5000 protects storage investments, enhances business continuance, and facilitates storage consolidation.

Intelligent Network-Based Data Protection

The KBX5000 Data Protection Platform supports a local CDP and remote CRR module. These modules run on a single KBX5000 Platform to reduce cost and ease management and can be deployed separately or together, based on your unique needs for unparalleled, end-to-end protection.

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- End-to-End Data Protection
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- Instant Access to CDP Data for Read and Write Processing
- High Performance and Scalability
- Complements Existing Storage, Backup and Archiving Systems
- 15:1 Reduction in CDP Storage Requirements
- Policy-Based Data Protection
- Network-Based Data Protection Across Any Storage Array

**Manufacturer Presentation**

Communications - Security Advertisement

Data Protection At Gigabit Speeds

Moving from private, leased lines to IP networks is more than a trend; it's the new reality of networking. IP networks have indisputable benefits, including lower cost, higher speeds and greater flexibility. However, these benefits come at a price—increased network vulnerability due to the inherent vulnerabilities of IP.



The **CipherOptics SG1002** data protection gateway is designed specifically to protect your proprietary information and intellectual property throughout your high-speed IP network. With its exclusive TILEA™ encryption architecture, the CipherOptics SG1002 can do what other solutions cannot: deliver wire-speed data protection with complete network transparency and virtually no latency. This combination of performance and ease-of-implementation is what sets the CipherOptics SG1002 apart from routers, VPN blades and firewall extensions and what makes it the best choice for data protection at high-speed.

- No encryption bottlenecks; enables up to 1.9Gbps full-duplex Gigabit Ethernet with AES encryption
- Ideal for latency-intolerant applications such as VoIP, videoconferencing and storage networking
- Ease of installation; “bump-in-the-wire” implementation
- Complete network transparency; the unit does not affect network traffic and does not require intensive management or maintenance
- Easily integrates into existing IP networks
- Single-screen policy configuration and centralized policy management
- Encrypts jumbo frames without degrading network performance
- Can be set up to drop all packets not coming from encryption counterpart, protecting against denial-of-service attacks and potentially obviating the need for additional perimeter security devices

www.Processor.com/CipherOptics2
Phone: (919) 865-7330



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Manufacturer Presentation

Communications - Telephony Advertisement

EdgeConnect 2402 Power over Ethernet Switch for Converged Voice, Video, And Data Networks

EdgeConnect managed Ethernet switch is ideal for hosted VoIP service providers and is optimized for converged networking when combined with Edgewater Networks' EdgeMarc and EdgeView products



- 24 x 10/100Mbps Autosensing Ethernet ports
- 2 x 10/100/1000Mbps Autosensing Ethernet uplinks
- Inline Ethernet power (802.3af and inline power)
- 802.1Q VLAN support
- Full wire-speed forwarding

The EdgeConnect 2402 Power over Ethernet (PoE) switch provides 24 x 10/100Mbps autosensing, inline power Ethernet ports and 2 x 10/100/1000Mbps uplink or high-speed server ports.

The EdgeConnect 2402PoE provides customers with a single source for managing data, video and voice over IP traffic. The EdgeConnect allows for simplified VLAN and quality of service (QoS) configuration and improved administration and management.

Supporting a wide range of IP phone endpoints, the EdgeConnect provides autonegotiation for Ethernet links and is 802.3af and inline power compliant.

The **EdgeConnect 2402PoE** is available now and also offered in convenient, reduced-cost 5- or 10-pack bundles

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Envoy is a revolutionary network management solution that will change the way you manage your network. By automating network support & recovery procedures, Envoy reduces errors & accelerates the time it takes to recover from network disruptions. Envoy is a 24/7 virtual network administrator that addresses 95% of the issues that regularly cause service outages and degradations.



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Manufacturer Presentation

Communications - Network & Systems Mgmt. Advertisement



Quintum's new **Remote Management Session Server** simplifies the installation and management of remote Tenors for ISPs, service providers, and network administrators. The RMSS provides a secure and centralized management interface within a Tenor network that allows newly installed Tenors to be registered, configured, and managed remotely, even those behind NAT firewalls. The remote management capability eliminates the need to involve enterprise customers in troubleshooting and upgrades. Tenors can be managed remotely anywhere, anytime via Telnet, FTP, or the Tenor Configuration Manager (GUI).

Tenor VoIP switches and gateways support "drop-in installation" and will automatically obtain an IP address and auto-register with the RMSS. The RMSS can then email the person responsible for managing that Tenor product that it is "online." The Tenor can then be managed remotely. A new configuration wizard is also included with Tenor Switch products and can be utilized for simple configuration via the RMSS. The Remote Management Session Server can register up to 5,000 remote Tenor switches and can manage up to 100 Tenors simultaneously.

For more information, please visit

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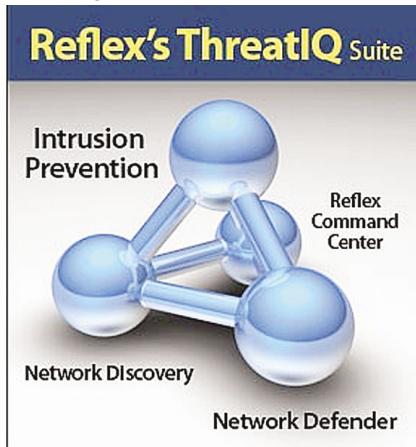
Software - Security Advertisement

Reflex Security's ThreatIQ: Complete Discovery, Inspection, Blocking & Quarantine

Reflex Security's **ThreatIQ™ suite** (threat inspection and quarantine) is unique to the industry, combining network **intrusion prevention**, **network discovery**, and **host quarantine** into one solution.

The ThreatIQ suite features the Reflex IPS platform, Network Discovery module, Network Defender module, and Reflex Command Center. This comprehensive system provides enterprises with a solution for network visibility and accurate threat inspection/ mitigation, assuring that their network defense is always one step ahead of today's dynamic and evolving threat environment and collapsing perimeter defense.

The cornerstone of the ThreatIQ suite is Reflex's industry-leading **Intrusion Prevention** system (v5.0). Reflex's signature, anomaly, and rate-based algorithms facilitate automated defenses against a wide range of attack vectors—malicious content, DoS, anomalies, access violations, viruses, and spyware. Integrated into the Reflex IPS sensor, Reflex's **Network Discovery** technology passively records all existing hosts and their services and gives context to potential threats by correlating them in real time with the Reflex IPS engine. The Reflex **Network Defender** module has the ability to quarantine a host from a network by communicating with a switch and blocking the host's port, removing it from the LAN. The **Reflex Command Center** combines a powerful, centralized configuration and management console, comprehensive reporting tools, and ease-of-use in a unified solution.



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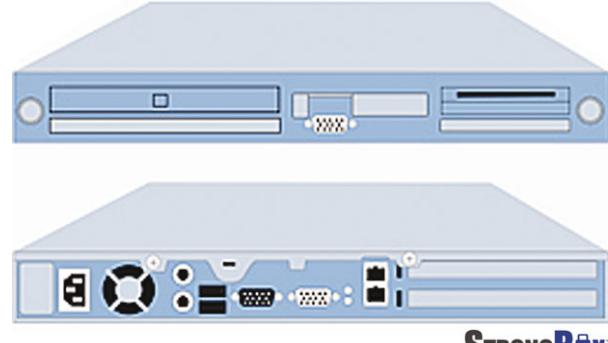
Communications - Security Advertisement

Securing Database Information

Nonintrusive, high-performance, enterprise-class appliance

SecurDB™ provides database security and stops “authorized misuse” of business information through policy-based intrusion detection, prevention, and compliance auditing. It fortifies regulatory compliance through an intelligent policy engine, automated audit reporting, and forensic capabilities.

External hackers and authorized insiders pose a significant threat for corporations and government agencies that are under increasing regulatory requirements to safeguard sensitive client information. With high-profile security breaches regularly making news, protecting critical

**STRONGBOX**

database information is more challenging than ever. SecurDB significantly improves database security by stopping authorized misuse, which is the intentional or unintentional misuse of information by users with proper credentials.

SecurDB is a policy-based security appliance that proactively mitigates unauthorized database activities. As part of an organization's BIA strategy, SecurDB has zero impact on the existing IT infrastructure and simplifies and automates previous manual processes, making it a cost-effective security solution.

For more information about SecurDB™, visit
www.Processor.com/Crossroads



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Access Control

www.Processor.com/Cloakware**Password Management Solution**

CSPM Express is designed to help small to medium-sized businesses eliminate hard-coded passwords from their applications. New regulations have highlighted hard-coded passwords as insecure and unacceptable in any sized company. Auditors are now applying increased pressure to eliminate hard-coded passwords.



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Accounting & Logging

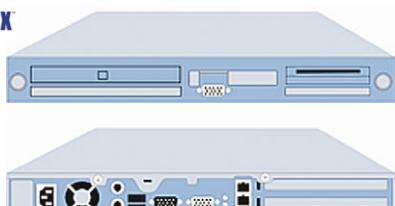
www.Processor.com/DigitalSecurity**SafeTape - Tape Backup Encryption**

The SafeTape range of secure backup units offers a complete solution in a single enclosure to simplify the installation of a solution to meet the requirements of regulatory rules in the financial, medical, research and similar areas of commercial, industrial and government users.

Digital Security International™

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Database Security

www.Processor.com/Crossroads**STRONGBOX**

SecurDB is a policy-based security appliance that proactively mitigates unauthorized database activities. As part of an organization's BIA strategy, SecurDB has zero impact on the existing IT infrastructure and simplifies and automates previous manual processes, making it a cost-effective security solution. For more information, please visit

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Manufacturer Presentation

Communications - Security Advertisement

Web-based Management Console



Strata Guard™ is an award-winning family of network-based IPS/IDS (intrusion detection/prevention systems) that provide real-time, zero-day protection from network attacks and malicious traffic. With four different models and two deployment options, Strata Guard protects your enterprise from the network perimeter to the core, including remote and internal segments.

Strata Guard employs six distinct attack-detection technologies for comprehensive network protection. With signature-based and behavior-based attack detection, deep packet inspection, and protocol anomaly analysis, Strata Guard terminates network-, application-, and service-level attacks including worms, Trojans, spyware, port scans, DoS and DDoS attacks, server exploit attempts, and viruses before they infiltrate the network and cause real damage.

Beyond blocking malicious attacks, Strata Guard enforces your network usage policies and can block peer-to-peer file sharing, instant messaging, chat, prohibited browsing activity, and worm propagation. It detects anomalous activity such as spoofed attack source addresses, TCP state verification, and rogue services running on the network.

Highly automated, Strata Guard is designed for ease of use and streamlined administration and management. Through its multilayered Dynamic Attack Qualification™ technologies, Strata Guard eliminates false-positives. Its multinode, multi-user management capabilities allow for enterprise-wide deployments and provide appropriate levels of control for the full range of users requiring access to security data.

www.Processor.com/Still2

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StillSecure® Strata Guard™
Protects you from the cost of malicious attacks.

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Manufacturer Presentation

Communications - Switch Advertisement

TigerStack II 1000 Stackable 10/100/1000 Switch



SMC Networks' TigerStack II 10/100/1000 Switches are the newest in a series of next-generation high-performance stackable switches that deliver high scalability, wire-speed Gigabit performance, high availability, 10Gb Ethernet uplinks, and redundant power options. The switches are the first to include IPv4 and IPv6 management options, enabling flexibility.

The TigerStack II 10/100/1000 1000 SMC 8824M/SMC8848M stacks up to eight units in a stack, providing up to 384 Gigabit ports. A stack can be created with 24- or 48-port switches, providing unprecedented flexibility. It provides up to 48 built-in copper Gigabit ports, including four Combo SFP ports supporting copper links or SFP adapters for easy, flexible connection to fiber-based Gigabit media and a switching capacity of up to 176Gbps.

The two 10Gb module slots on the rear of the switch provide support for XFP 10Gb connections. These provide high-bandwidth connections to the core of a network and are in addition to the two stacking connectors giving high-capacity connections to the other units in the stack.

The SMC8824M/SMC8848M switches feature a variety of network management


www.Processor.com/SMC

38 Tesla
Irvine, CA 92618
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options for IPv4 and IPv6: console CLI, Telnet, Web, SNMPv1/v2/v3, RMON, TFTP, Port Mirroring, BootP, and DHCP. They also support advanced traffic management options such as 802.1x, Bandwidth Control, Broadcast Storm Control, and support for IGMP Snooping v1/v2.

The SMC8824M/SMC8848M provides a robust and consistent set of QoS/CoS, VLAN, and security features. It supports eight priority queues for 802.1p/ToS/DiffServ, with classification and marking based on MAC SA/DA, IP SA/DA, and/or TCP/UDP. Security features include 802.1x (Port Authentication), port security, and Access Control Lists (ACL) based on MAC address, IP address, and/or TCP/UDP port numbers. It also provides extensive support for GVRP, 802.1q, and a flexible VLAN implementation, including port, tagged, and protocol-based VLANs.

The SMC8824M/SMC8848M is the latest example of SMC's continued commitment to our channel partners and customers to be the industry leader in cost-effective, reliable, high-performance, feature-rich switches.

Manufacturer Presentation

Communications - Wireless Advertisement

Access Point with Business-Specific Features

**Key Features**

- Clustering functionality makes adding additional access points (APs) to your network "turnkey"—security settings and other operational parameters are securely downloaded into each new AP automatically
- Dynamic Channel Planning and Auto Channel Selection simplifies initial channel assignments and assure APs maintain optimal channel configuration
- Easily managed with Web interface, Telnet, and SSH or through third-party SNMP-capable management software
- Neighborhood AP Detection assures you know what other APs are within range of your network
- Network health monitoring, including: Status, throughput, security, RF interference, connected clients, and more
- Wireless Multimedia (WMM) QoS support for prioritizing bandwidth for delay-sensitive applications such as VoIP
- Multicast support for streaming video/audio
- Load balancing shares the connectivity load evenly across multiple APs
- Advanced wireless security suite: WiFi Protected Access 2 (WPA2)/802.11i, WPA, and 64/128-bit WEP encryption
- Complete compatibility with standard 802.11b and 802.11g wireless technologies
- Includes Bridge mode for connecting multiple LANs and Repeater mode for extending the reach of wireless networks without running additional Ethernet cables

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www.Processor.com/USRobotics

**Manufacturer Presentation**

Communications - Application Networking Advertisement

Certeon's First Secure WAN Acceleration Appliance Breaks Through The Security Ceiling

Certeon's S-Series™ Appliances, Built Upon Secure Acceleration Technology™

Certeon's new S-Series appliances are built upon the company's patent-pending Secure Acceleration Technology, which accelerates the mission-critical applications that drive enterprises by understanding those applications and transmitting only changed information over the WAN. Because of Certeon's unique ability to understand application semantics, Certeon can rapidly transmit that information securely. The S-Series preserves complete security from the remote user's desktop to the server in the data center and back while accelerating not only all HTTP traffic, but all HTTPS (SSL) traffic as well. Sensitive information, whether financial data, patient or customer records, or trade secrets, can be accelerated even while it remains encrypted and secure. With a fresh approach to a long-standing problem, Certeon has developed a solution to meet the specific and rigorous demands of distributed Web applications by working above the secure acceleration ceiling at the application layer.



For more information
on the S-Series:
Certeon: (781) 425-5200
www.Processor.com/Certeon

**Certeon's S-Series appliances offer:**

- Security – the first and only solution to accelerate SSL traffic from data center server to desktop, minimizing the risk of data loss
- Speed – symmetric WAN solution offers Secure Application Networking that dramatically reduces application response time and increases user productivity
- Scalability – helps organizations optimize their use of bandwidth to service more users and applications from existing infrastructure, support centralization of computing assets, and reduce costs

Telephony Accessory
www.Processor.com/Eicon


Eicon Networks is a world leader in high quality communication products for networked business applications. Eicon's Diva Server™ products are communication adapters for voice and speech enabled applications, conferencing & unified communications. Our Software Development Kit (SDK) is a comprehensive, user-friendly development environment for Diva Server adapters.



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The **Secure Access Point** is a multifunction security appliance that provides a variety of security functions. Firewall, Virtual Private Network, Intrusion Prevention System, Network Address Translation, Dynamic Host Configuration Protocol, Domain Name Service (DNS) & Secure Web Server are among the capabilities of the Secure Access Point. www.Processor.com/NetworkGuardian



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Manufacturer Presentation

Communications - Security Advertisement

Network Box: Improved File & Email Policy Enforcement

Network Box has enhanced its "Unified Threat Management" solution with a new breakthrough in file and email policy enforcement at the gateway.



Network Box supports company policies for blocking and/or accepting email file attachments based on file extension type. The newly released Network Box "file" and "mime" email policies blocking engines extend this functionality to a new level and now support blocking of attachments based on their actual file or MIME type.

This means that Network Box systems are now able to block email file attachments based on what the files "are," rather than what they "say they are."

Blocking (or accepting) potentially dangerous file attachments in emails is common practice in the network security industry and a powerful tool in the hands of the system administrator. This functionality lets the administrator set up policies for what types of files are allowed in or out of an organization and can be used as an effective defense against executable code entering or leaving the protected network.

However, there is a problem: A file can simply be renamed to bypass the extension policy blocks. Although heuristics are present in Network Box scanning systems to prevent this for executable code, most systems are vulnerable to such policy avoidance techniques.

Recent advances in the "ease of use" of desktop operating systems are fast removing dependence on extension types for determining which application to pass each particular file on to. Newly emerging applications and operating systems are smartly determining that the file is intended for them, regardless of the file extension. The intelligence of the gateway policy and scanning engine needs to be extended to combat this new threat.

All Network Box customers have already been automatically updated to this new level of functionality and protection, using Network Box's PUSH update technology.

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Communications - Security Advertisement

Intrusion Prevention Up To 60Gbps!

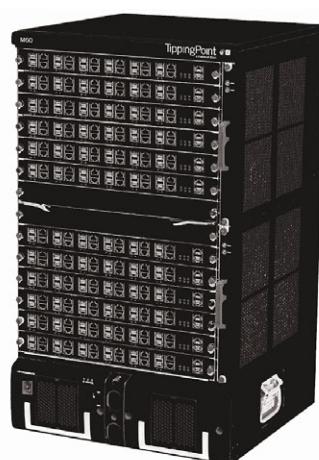
TippingPoint M60 sets new benchmark performance

The TippingPoint M60 is the industry's first Intrusion Prevention System (IPS) chassis and corresponding IPS modules able to scale up to 60Gbps.

As network bandwidth and throughput increase, enterprises demand security products that can meet those performance requirements in order to ensure real-time security. The TippingPoint M60 chassis supports 10 Gigabit interfaces and is available in 7-, 10- or 14-slot versions that hold the new IPS modules. It responds to customer demand for increased port count for greater network segmentation and higher throughput.

Three IPS module versions correspond with the TippingPoint M60 chassis: the T5000, a 5Gbps IPS module; the T2000, a 2Gbps IPS module; and the T1000, a 1Gbps IPS module. Each module offers the same functionality as the systems in the award-winning TippingPoint Intrusion Prevention System product line. However, the new IPS modules offer 12 Gigabit Ethernet ports, either copper or fiber, which is a 50% increase in port density over the existing TippingPoint Intrusion Prevention System product line. This allows for a maximum of 144 Gigabit Ethernet ports, which gives customers greater ability to segment the network. In addition to working with the TippingPoint M60 chassis, the IPS modules also work seamlessly with the 3Com® Switch 8800.

Each IPS module is capable of more than 2 million simultaneous connections and 1 million connections per second with switch-like latency of less than 150 microseconds. The IPS modules block worms, viruses, Trojans, Spyware, Phishing and Denial of Service attacks and are updated on a regular basis to protect against the latest threats through the TippingPoint Digital Vaccine® service.



TippingPoint M60

For More Information, Visit:
www.Processor.com/TippingPoint2

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a division of 3Com

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Manufacturer Presentation

Communications - Security Advertisement

SSL VPN Access Gateway

In today's mobile business environment, your employees, partners, and customers need fast, secure, anytime, anywhere access to applications and corporate resources. The challenge lies in providing it easily and cost-effectively.



The answer is the Array Networks SPX Series—the industry's gold standard for SSL VPN. Engineered from the ground up for high-performance security and access control, the SPX Series delivers blazing-fast local and remote network access that supercharges productivity and user job performance. Whether working at home or a branch office, a wireless hotspot or kiosk, using notebook PCs, PDAs, or cell phones, workers can quickly and easily access email, file shares, and applications just as if they were at the office. No waiting for pages to load. No frustration. No complaints.

IT management will also find plenty of reasons to rave. Leveraging SSL, SPX Series SSL VPNs deliver all of the advantages of IPSec without the usual client installation and management headaches. What's more, the SPX Series features unparalleled safeguards for protecting business-critical resources. With Array's industry-leading encryption, endpoint security, and application-layer filtering, uploads, downloads, and access to data are tightly controlled based on the IT administrator's comfort level for a given user, device, or access environment.

With support for up to 64,000 concurrent users on a single system, the Array SPX Series is capable of serving as an access gateway for both temporary and established connections, inside or outside the corporate perimeter, fixed or wireless. Up to 256 fully secure virtual portals, again, on a single system, enables instant DMZs and tailored intuitive interfaces to meet the specific needs of each and every employee, business unit, customer, and partner.

Security and performance are assured for all users, while TCO is greatly reduced through rock-bottom cost-per-user and dramatic improvements in management efficiency. Access, security, performance—the SPX Series delivers it all.

For More Information: www.Processor.com/Array



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A New Self-Learning Technology

The Radware DefensePro behavioral DoS attack protection module protects against zero-day and unknown attacks. The new appliance protects against viruses, worms, Trojans, and Denial of Service attacks at 3Gb speeds to prevent application-level attacks. Built on top of the highest-performance Security Switch in the market, DefensePro delivers maximum throughput and advanced security intelligence to isolate, block, and prevent attacks in real-time from headquarters to regional and branch offices.

The DefensePro features inline security switching and accelerated, stateful, deep-packet inspection—using Radware's industry-leading StringMatch Hardware Engine™—to bidirectionally scan and protect all network traffic against application-level attacks.

DefensePro Application Security immediately isolates attacks by dynamically managing bandwidth to stop propagation across users and resources while ensuring the complete continuity and performance of all secure traffic to proactively control impact and limit damage. Intercepts more than 1,500 malicious signatures, hidden worms, and viruses, blocking application attacks at multi-gigabits/second. Identifying and mitigating protocol and traffic anomalies in real-time, DefensePro prevents DoS/DDoS and SYN floods, safeguarding against all illicit traffic patterns and hacking.



Combining high processing power with advanced application-security services, DefensePro secures mission-critical applications across high-speed/high-capacity environments. Call, email, or visit our Web site today to see the DefensePro 3.0 IPS Flash Presentation.

For More information on DefensePro and other Radware products:

Visit: www.Processor.com/Radware2
Call: (888) 234-5763

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Manufacturer Presentation

Communications - Network & Systems Mgmt. Advertisement

Complete VoIP Lifecycle Management



Unlike current VoIP management solutions, Packet Island's solution enables service providers and VARs to offer VoIP network preassessment, VoIP service monitoring, and VoIP SLA management as branded services at a price point the SME market can afford.

The Packet Island offering utilizes a carrier-grade SaaS platform, called PacketSmart™, located at a hosting facility and low-cost, plug-and-play, 4"x4" microappliances deployed within each SME network. Accessible from any Internet-connected computer, the PacketSmart™ service allows service providers and VARs to provide network assessment and VoIP troubleshooting services without expensive truck rolls to customer sites.

The solution, which supports both SIP and Cisco's

SKINNY-based VoIP installations, provides remote visibility into all aspects of live VoIP calls, including:

- Detailed, real-time, per-second granularity graphs of key metrics:
 - MOS estimate of VoIP call leg
 - Packet loss
 - Jitter
 - Packet Rate
 - And more...
- Real-Time QoS and payload analysis of media streams
- Live route analysis to help pinpoint router congestion
- Full call flow signaling graphs with full dump of every signaling message
- Traffic flow analysis (voice vs. data)

Packet Island offers a complete service package, including VoIP training and second-level support, for service providers and VARs to start delivering branded VoIP lifecycle management services to the SME market today.

For more information, to learn where to buy, or to become a reseller, please visit the following Web site or contact us directly by email or phone.

www.Processor.com/PacketIsland

email: info@packetisland.com



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(650) 492-4858

Manufacturer Presentation

Communications - Storage Networking Advertisement

CryptoStor KeyVault™ Enterprise-Class Key Management



Data-at-Rest Encryption Key Management

- Central management of data-at-rest encryption keys
- Automated and secure archival and recovery of keys
- Cost-effective deployment
- Granular security for tape, disk, and SAN VPN

NeoScale CryptoStor KeyVault is the industry's first secure, automated and open enterprise-class appliance for data-at-rest encryption key management. From its FIPS 140-2 Level 3 compliance to its open APIs allowing third-party vendor integration, CryptoStor KeyVault provides customers with significant operational cost savings today while consolidating their key management systems in the future. CryptoStor KeyVault delivers automated key management that allows one-step disaster recovery, secure sharing of data with business partners, and key sharing with unprecedented security and ease of use.

Key and Policy Management

- | | |
|-------------------|---|
| Create | Random key creation to ensure data privacy. Hardware and Software Random Number Generation for maximum security |
| Distribute | Secure and automated key distribution for multisite access to keys |
| Archive | Secure long-term archiving of keys to ensure compliance with information retention requirements |
| Share | Secure and simple sharing of encrypted data with business partners |
| Recover | Recovery of encrypted data and keys when needed at any site. Keys are not accessed until actually needed for highest security |
| Delete | Enforcement of data destruction across multiple locations to meet compliance requirements |



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888-636-2797

Manufacturer Presentation

Communications - Storage Networking Advertisement

SAN Routers



Eclipse 1620 SAN Router

Connect to IP backbones, Fibre Channel fabrics, and a wide variety of end systems with this capable and affordable multiprotocol storage switch. The Eclipse™ 1620 supports standard protocols such as iSCSI, iFCP, and E_Port and can be used concurrently for business continuance/disaster recovery plans, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- E_Port for integration into existing multivendor fabrics
- Offers Fast Ethernet or Gigabit Ethernet connectivity
- Support for full fabric, private and public loop FC devices
- High performance with an affordable price

www.Processor.com/McData

Eclipse 2640 SAN Router

The McDATA Eclipse™ 2640 SAN Router is the next generation of multiprotocol storage solutions. It delivers multivendor, multiprotocol connectivity within the data center and beyond. The Eclipse™ 2640 supports industry-standard protocols such as iSCSI, iFCP, and E_Port and can be used for SAN island integration, business continuance/disaster recovery planning, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Broadest range of E-Port interoperability with multivendor fabrics
- True FC routing for maximum scalability and fault isolation
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- Offers both Fast Ethernet or Gigabit Ethernet connectivity

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MCDATA®

Manufacturer Presentation

Communications - Storage Networking Advertisement

Four-Port Serial Server



The EtherPathX4 is a four-port serial server for Ethernet LANs. The EtherPathX4 connects any async serial device through a LAN and between LANs via routers. The EtherPathX4 will also connect other serial devices, such as remote data collection terminals, SCADA RTU/Host systems, UPSes, bar code scanners, alarms, access control, timeclocks, climate control devices, and serial management ports, directly to an Ethernet network.

The EtherPathX4 supports TCP/IP, allowing the necessary data connection across networks as well as connections between hosts on a network and the device attached to the EtherPathX4 server.

The EtherPathX4 supports serial interface speeds up to 230Kbps. The EtherPathX4 can automatically open connections when it powers up, eliminating the need for a manual request. Modem controls (RTS/CTS) and Xon/Xoff are also supported. If the connection is lost, the EtherPathX4 will automatically reconnect when the LAN path is again available.

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Manufacturer Presentation

Communications - Network & Systems Mgmt. Advertisement

Agilent Technologies FrameScope Pro handheld Ethernet-performance analyzer accelerates VoIP service tune-up and troubleshooting

Tester reduces time-to-resolution in VoIP service troubleshooting, provides unambiguous service level verification, documentation

Agilent Technologies' VoIP test kit for the N2620A FrameScope Pro handheld Ethernet performance analyzer is the most compact Gigabit Ethernet troubleshooting and RFC 2544 network performance benchmarking tool in its class. Capable of generating traffic up to full Gigabit line rate and equipped with optical and electrical ports, it provides end-to-end Ethernet testing across the entire network infrastructure needed for the provisioning of triple-play services.

The new VoIP testing capability helps network installers and service providers quickly and more efficiently deploy voice services to Ethernet-based networks. Network qualification that goes beyond bandwidth measurement ensures a smoother transition to VoIP, and FrameScope Pro provides the visibility of those network conditions that directly affect the voice quality.

Benefits of FrameScope VoIP include:

- Unique Autotest feature for both troubleshooting and network prequalification, which delivers detailed test results with minimum configuration effort.
- Upgradeability to VoIP testing for existing FrameScope Pro analyzers, which protects customer investments.
- Predefined performance test suites, which allow operators to run tests easily by pressing a single button.
- Remote control via any Web browser, allowing for central troubleshooting, monitoring and reporting, which eliminates costly dispatches.
- Support for PPPoE (Point-to-Point Protocol over Ethernet), which accommodates dial-in configurations.
- Active and passive Autodiscovery, which help to automatically identify network resources and rogue stations.



The Agilent N2620A FrameScope Pro VoIP is available now starting at \$6,300

For More Information
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(970) 679-5397

**Manufacturer Presentation**

Communications - Network & Systems Mgmt. Advertisement

Centralized, Proactive Management Of All Network Traffic**Use NetXplorer for Complete Visibility and Control**

Networks are not just about speeds, feeds, and bandwidth capacity. Networks are about providing crucial visibility of network usage, business, and user behavior. Working together, Allot's NetXplorer and NetEnforcer devices combine global visibility, active control, and deep packet inspection (DPI) technology to achieve a level of network intelligence that ensures optimal network performance, security, and management and caters to application, user, and subscriber needs.

Link Between Business Goals and Network Traffic

NetXplorer provides the necessary in-depth insight and analysis to understand networks and directly link between business goals and network traffic and behavior. Facilitating the decision-making process and streamlining network efficiency, NetXplorer is a highly scalable system that uses a single, easy-to-use GUI to deliver unsurpassed network analysis suitable for short-term network troubleshooting or for understanding long-term trend and usage patterns. Control capabilities include simultaneous provisioning of policies and configuration and updating and distribution of data to all managed Allot NetEnforcer® devices.

For Enterprises

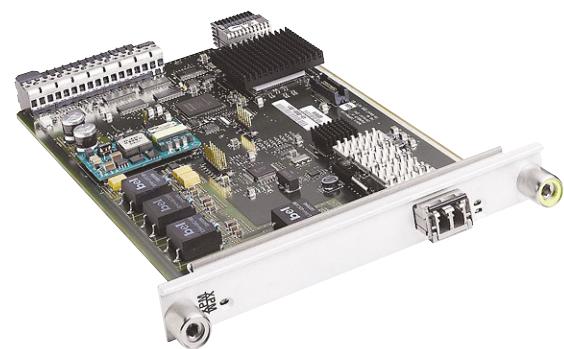
NetXplorer provides network visibility that extends beyond the infrastructure and enables the linking of business policies to specific network actions, which is particularly important for managers to ensure mission-critical applications and contain network costs.

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**Manufacturer Presentation**

Communications - Storage Networking Advertisement

Intrepid 6000 XPM Blade

For companies that have already made investments in directors, the McDATA XPM Blade is an ideal solution for adding maximum performance to the infrastructure. The XPM Blade is an expansion card that slides into an existing McDATA Intrepid® 6064 or Intrepid® 6140, boosting the director to 10Gbps performance—without disruption. It provides faster fabric bandwidth while maximizing the usage of existing campus/MAN Fibre Channel lines, reducing costs for your enterprise. It lets you consolidate and simplify your infrastructure by reducing the number of interswitch links (ISLs), translating into a more-efficient SAN requiring fewer management resources. And fewer links means a more streamlined network and less risk for your essential data.

- Add more bandwidth at lower total cost
- Simplify management
- Increase efficiency of your infrastructure
- Leverage existing investments

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Manufacturer Presentation

Communications - Serial Networking Advertisement

Manufacturer Presentation

Communications - Serial Networking Advertisement

Patton Electronics has expanded its EtherBITS™ line of serial device servers with two low-cost options for connecting RS-232 devices to Ethernet networks. The Model 2232 provides a wired 10Base-T connection and the Model 2211 delivers a wireless IEEE 802.11b Wi-Fi connection. Both models support open-standard TCP/IP with serial RS-232 data rates up to 115Kbps.

Model 2232 EtherBITS™ Single-Port RS-232 Device Server

This low-cost single-port device server lets you monitor, control, and collect data from any async RS-232 device over any IP network.

- Control and Monitor Serial Device--Link asynchronous serial devices and terminals to your IP network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
- Connects Directly to the LAN--10Base-T LAN connection via shielded RJ-45 connector
- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vt100 drivers



For More Information, visit www.Processor.com/Patton1

Model 2211 EtherBITS™ Wireless Single-Port Device Server

The best, most cost-effective method to control, monitor, and collect data from your RS-232 serial devices over a wireless local area network.

- Control and Monitor Serial Device--Control and monitor your serial asynchronous terminals and devices over the local area network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
- Connects Directly to the Wireless LAN--802.11b Wi-Fi 10Base-T LAN connection via built-in WiFi module; 64-bit WEP security
- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vt100 drivers



For More Information, visit www.Processor.com/Patton2

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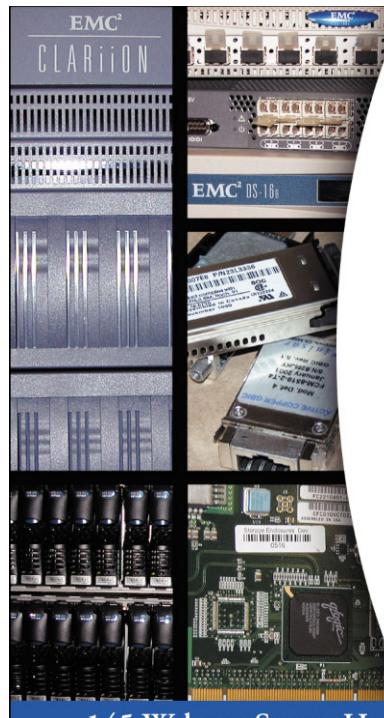
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What Will You Do When Disaster Strikes?

- Quit** **Run** **Panic** **Cope** **Rejoice ***

Right now, your data center is under attack! You might not believe it because things appear to be running smoothly. The network is up and bandwidth is not taxed. The servers are accessible and users aren't complaining. Everything appears to be under control. However... just beyond that wall, above those ceiling tiles, or under the raised floor is a disaster waiting to strike. Even worse, it has your name written all over it!

You see, no one really knows when or how a disaster will strike. We just know the potential is always there. So preparing for it is critical to minimizing its impact on computers, networks, users and the organization.

Computer Room Environment Monitoring Too Often Overlooked

Today's data centers are complex and handle an immense work load. This is because what happens there effects the entire organization, supporting hundreds or thousands of employees. The most overlooked issue in data centers today remains "environment monitoring". This is true at least until a disaster strikes, then it becomes *Job 1*. Why wait for your own disaster?

What Is Environment Monitoring?

In the data center, computer and network equipment must be kept within a specific range of environmental conditions. If these get out of bounds, unpredictable and potentially catastrophic results can occur and cause data loss, hardware failure, denied access, and downtime. Primary issues include:

- Temperature (high / low)
- Main & UPS Power (interruptions)
- Flooding / Water (leakage)
- Humidity (high / low)
- Smoke / Fire / CO₂
- IP Camera (security)
- Intruder / Room Entry / Motion (security)
- Dry Contacts (aircon, cooler, generator, etc.)
- Panic Button (staff calls for help)

Air Conditioning Remains The Primary Cause Of Most Data Center Disasters

Failure of a primary or backup air conditioner is a major threat in all computer rooms, as temperatures will rise rapidly. Condensation overflow from air conditioning or leaks from water pipes that support a system can cause

flooding. Power drains from AC can also damage computers & equipment.

Main Power Sources Remain Unreliable, A UPS Is Simply Not Enough

Even in the 21st century, we still haven't harnessed electricity. Situations like over / under voltage, spikes, drops and blackouts haunt managers. Failure of backup power sources like generators or UPS systems with short run or expired batteries can make a bad situation even worse. Consider what happens when main power goes out and a UPS keeps CPUs alive while the air conditioning systems stay down. The end result is extreme temperatures in the computer room that will eventually cause severe hardware damage or even start a fire.

- 61% of data centers say downtime is due to environment issues 1X+ in past 12 months
- 23% of data centers say downtime is due to environment issues 5X+ in past 12 months

Your Data Center & Job On The Line

If disaster strikes your data center, how will it impact business? Who will get the blame? Could it have been prevented? Will management be asking for your head on a silver platter?

Downtime Costs More Than Money

When disasters occur, there are significant costs in areas that go far beyond the simple replacement of damaged hardware. Data can be lost and costs incurred to restore or recreate it; online operations lose sales & service opportunities... causing lost revenue both now and in the future; salaried employees continue to get paid even while systems are down and they can't work; overtime accrues for IT staff who work around the clock to get systems back online; and there will be other costs too.

- 59% of data centers say downtime lasts 1/2 day+
- 27% of data centers say downtime lasts 1-3 days
- 45% of downtime costs over 10K per incident
- 11% of downtime costs over \$50K per incident

A Proactive Approach Is the Best Because Computers Don't Swim

The concept of knowing early and immediately about developing environment problems is easy for all prudent managers to understand. A business does not have to encounter a flood for the IT staff to know that

computers don't swim. The "5 Critical Steps" to successfully prevent an environmental incident from causing your organization a catastrophic disaster include:

5 Steps To Prevent IT Environmental Disasters

- 1) Early and Immediate Detection
- 2) Automated Alerting to Responsible IT Staff
- 3) Fast and Appropriate Action by the IT Staff
- 4) Automatic Response & Action Procedures
- 5) Review, Analyze & Plan Future Prevention

Insurance And Recovery Plans Are Just "Band Aids" After A Disaster

Insurance policies offer some financial relief from disasters by compensating for the cost of lost equipment. However, they never cover all of the extended costs (see above). Worse still is the impact on cash flow while you wait to be reimbursed. And who wants to fill out all those forms anyway? Then, in 6-12 months your insurance premiums go up. Ouch!

As for recovery plans, you need to (must) have one. Although, wouldn't you like to have one and never be forced to use it? Even the best recovery plans do not pay the costs. They provide a guideline as to how to get back in the game after a disaster. Wouldn't your management team rather avoid the experience altogether? Wouldn't you?

Why Put Your Business At Risk?

How much would it cost your business to lose access to primary servers or the network for just a 1/2 day? Ten, twenty, a hundred thousand dollars? A million dollars? It depends upon what you do although any loss is too much when it's *your* money. In today's online world, downtime for even a few minutes can mean life or death to sales opportunities or the entire business. Do you need to be in business continuously, like 24 x 365? Then stop running around with scissors in your hand.

Solutions Exist For Computer Rooms Of All Types And Sizes... Yours Too!

AVTECH Software has several powerful, scalable solutions for environment monitoring. All are small enough to hold in one hand, completely mobile, and optionally available in a rack, wall and ceiling mount. They come complete with easy to install hardware, cables, sensors, easy-to-use network-wide monitoring software, CD media & documentation,

installation notes, 12 months of *Maintenance Support & Update Service*, even a screwdriver. Installation is easily completed in minutes.

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Room Alert models offer the ability to monitor temperature, humidity, power, flood, smoke, cameras, dry contacts and much more. See the model comparison online for detailed information. All models offer a built-in web server & interface for standalone use (i.e. No PC required) and alerting. All models include a bundled (*Free*) license for our powerful **PageR Enterprise** software that provides advanced alerting, logging, automatic corrective actions, network-wide monitoring and other benefits.

Who Uses These Monitoring Systems?

AVTECH Software products are used around the world by all types of organizations. Sample users include the White House, Pentagon, United Nations, most branches of the U.S. government, over 80% of the Fortune 1000 and businesses of all sizes. We think that your organization is just as important. *Don't you?*

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